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The wood teeth of our mortise wheels are made of well seasoned maple, soaked in linseed oil, which toughens and hardens the wood fibres. They are then carefully fitted into the wheel and finished on accurate gear-cutting machines. The pinions have their teeth finished on both sides of the face, producing a noiseless and efficient drive.

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# NEW ORLEANS

## The Second Port

has a grain elevator capacity in excess of 7,000,000 bushels.

The Port is served by twelve railroads.

Total trackage within the city limits—200 miles.

Forty-five steamship lines run into the Port.

In considering the large export business in grain conducted at this port do not forget that New Orleans also supplies all the territory naturally tributary to it with grain and mixed feed. This demand is constant and urgent, but well handled by a group of Board of Trade firms.

Get the N. O. idea—New Orleans—New Opportunity. Apply the N. O. idea to your grain shipments.

Let any of these Board of Trade firms handle your grain.

**ANDERSON & JACKSON, INC.**

Exporters of grain

**R. J. BARR,**

Grain exporter

**J. T. GIBBONS,**

Grain dealers, mixed feed mfrs.

**PAUL R. KALMAN CO.,**

Receivers, shippers, exporters

**LANGENBERG HAY & GRAIN CO.,**

Receivers, shippers, exporters

**LUNHAM & MOORE,**

Forwarding and freight brokerage

**CHAS. R. MATTHEWS & BRO.,**

Brokers, grain and grain products

**GEO. B. MATTHEWS & SONS,**

Receivers and shippers, feed mfrs.

**MILAM-MORGAN CO., LTD.,**

Receivers, shippers—mixed feed mfrs.

**NATHAN & FETTIS,**

Forwarding agents, export freight broker

**K. & E. NEUMOND,**

Dealers and exporters in feed articles

**W. L. RICHESON CO., INC.,**

Export shipping, freight bkg., and fwdg.

**CHAS. M. RODD & CO.,**

Grain brokers and forwarding agents

**JAMES M. ROGERS,**

Grain brokerage and forwarding

**ROYAL FEED & MILLING CO.,**

Manufacturers of mixed feed

**JAMES THOMAS CO.,**

Exporters and forwarders

**J. S. WATERMAN & CO.,**

Grain, flour and feed brokers, flour jobbers

## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.*

### ALBANY, GA.

Bush, V. R., flour, feed, grain broker.  
Georgia Commission Co., mdse. and grain brokers.  
Martin & Co., Roy, broker, grain and feedingsuffs.

### ANNISTON, ALA.

Woodruff Feed Co., feed manufacturers.

### ATCHISON, KANS.

Blair Elevator Co., receivers and shippers.\*

### ATHENS, GA.

Eppes, Wm. E., grain, hay, flour, produce.  
Callaway Grocery Co., The, whsle. gro., grain, feeds.  
Einton & Co., O. R., mdse. and grain brokers.  
O'Farrell Brokerage Co., flour, grain, hay, mxd. fds.\*  
Pitner & Beusse, grain and merchandise brokers.\*  
Steedman, Wm. B., grain, feed broker.\*  
Webb Brokerage Co., grain, flour, feed specialty.  
Wier Feed & Grain Co., whsle. grain, feed, flour.

### ATLANTA, GA.

Commercial Exchange Members.  
Atlanta Milling Co., buyers of soft mlg. wheat.\*  
Brooke & Co., T. H., grain, hay, flour, c/s pdts.  
Fain Grain Co., W. L., flour, feed, field seeds.\*  
Gregg & Son, J., wholesale brokers, grain, hay.\*  
Leonard & Sons, J. T., feedingsuffs, mdse. brokers.  
Martin, Theo. W., broker, grain, flour, hay, mxd. feed.  
Smith, Edward E., broker, grain, hay, flour, mxd. feed.  
Taylor Commission Co., c/s meal, c/s hulls, fertilizer.\*

### BALTIMORE, MD.

Chamber of Commerce Members.  
Baltimore Grain Co., grain receivers, exporters.\*  
Baltimore Pearl Hominy Co., corn products.\*  
Blackburn & Co., C. P., grain receivers, exporters.\*  
Dennis & Co., grain merchants.\*  
England & Co., Chas., grain, hay.\*  
Fahey & Co., John T., grain receivers and exporters.\*  
Hammond, Snyder & Co., Inc., receivers, exporters.\*  
Hax & Co., G. A., grain, hay, seeds.\*  
Lederer Bros., grain receivers.\*  
Manger & Co., J. A., grain, seeds, hay.\*  
Robinson & Jackson, grain commission merchants.\*  
Steen & Bro., E., grain receivers and exporters.\*  
Wack & Co., Henry E., grain, hay, feeds.\*

### BEAUMONT, TEX.

Archer Brokerage Co., grain brokers.

### BESSEMER, ALA.

Curry & Co., J. C., feedstuffs, flour, meal.

### BILLINGS, MONT.

Soule, Ralph W., grain and feed broker.

### BIRMINGHAM, ALA.

Birmingham Grain Co., grain, feed, flour.\*  
Cecil Brokerage Co., grain, hay, millfeed brokers.\*  
Cosby Flour & Grain Co., W. M., grn., flour crn. ml.\*  
Guice, Edward T., flour, grain, feed broker.  
Hemphill & Co., R. C., mdse. & grain brokers.  
Montgomery Brokerage Co., grain, gr. pdts., hay, mdse.  
Morgan & Co., B. C., broker grain, feed, flour, hay.\*  
Ramsey & Co., J. E., mdse., grain, feed, flour broker.  
Southeastern Brokerage Co., grain, hay, feed.\*  
Sunny South Grain Co., mfrs. mxd. fd., ctn. sd. ml.  
Tennessee Mill & Feed Co., feedingsuff.  
Western Grain Co., mfrs. mxd. feed, crn. meal, grits.\*  
Wood-Crabbe Grain Co., mfrs. crn. ml., grts., gr. hay.\*

### BLOOMINGTON, ILL.

Hasenwinkle Grain Co., cash and futures.  
Slick, L. E., grain.  
Worth-Gyles Grain Co., cash and future grain.\*

### BOSTON, MASS.

Chamber of Commerce Members.  
Bensaquin, Matthew D., grain brokerage, commission.\*  
Jaquith, Parker, Smith & Co., wheat, barley, millo.\*

### BUFFALO, N. Y.

Corn Exchange Members.

Armour Grain Co., grain merchants.\*  
Burns, Berend J., grain and feed merchant.  
Burns Grain Co., grain commission.\*  
Churchill Grain & Seed Co., receivers, shippers.\*  
Doorty-Ellsworth Co., Inc., brokerage commission.\*  
Electric Grain Elevator Co., consignments.\*  
Gee-Lewis Grain Co., grain consignments.\*  
Harold, A. W., grain, barley a specialty.

\*Member Grain Dealers National Association.

### BUFFALO (Continued)

Irwin, Dudley M., barley.\*  
McConnell Grain Corporation, commission merchants.\*  
Kennedy & Co., Chas., wheat a specialty.\*  
Pratt & Co., receivers, shippers of grain.\*  
Ratcliffe, S. M., commission merchant.  
Taylor & Bournique Co., grain merchants.\*  
Urmston Grain Co., grain commission.\*  
Whitney & Gibson, consignments.\*

### CAIRO, ILL.

Board of Trade Members.

Halliday Elevator Co., grain dealers.\*  
Magee-Lynch Grain Co., grain.\*  
Thistlewood & Co., grain and hay.

### CEDAR RAPIDS, IOWA.

Cedar Rapids Grain Co., corn and oats.\*  
Gifford-Matthews Co., grain and grain products.\*  
King Wilder Grain Co., grain shippers.\*

### CHATTANOOGA, TENN.

Grain Exchange Members.

Bagley & Semmes, hay, grain and feed brokers.  
Harbin, A. D., hay, grain and mill feeds  
Tennessee River Mlg. Co., corn buyers, corn meal mfrs.  
Thomasson & Co., J. T., grain, hay, feed.  
Winer Feed Co., food, feed, seed.

### CHICAGO, ILL.

Board of Trade Members.

Anderson & Co., W. P., grain commission merchants.\*  
Armour Grain Co., grain buyers.\*  
Bailey & Co., E. W., grain commission merchants.\*  
Bartlett-Frazier Co., grain merchants.\*  
Bennett & Co., Jas. E., commission merchants.\*  
Brennan & Co., John E., grain commission merchants.  
Bridge & Leonard, commission merchants.\*  
Carhart Code Harwood Co., grain commission.\*  
Dole & Co., J. H., grain and seeds.\*  
Freeman & Co., Henry H., grain, hay, straw.  
Gerstenberg & Co., commission merchants.\*  
Hales & Edwards, Co., grain merchants.\*  
Harris, Winthrop & Co., grain commission.\*  
Hitch & Carder, commission merchants.  
Holt & Co., Lowell, commission, grain and seeds.  
Lamson Bros. & Co., consignments solicited.\*  
Lewis & Co., F. S., grain and provisions.\*  
Lowitz & Co., E., grain commission.\*  
McKenna & Dickey, commission merchants.\*  
Mumford & Co., W. R., grain, hay, millstuffs.\*  
Norris Grain Co., grain merchants.\*  
Northern Grain & Warehouse Co., grain receivers.  
Paynter, H. M., grain and field seeds.  
Perrine & Co., W. H., grain and commission.\*  
Pope & Eckhardt Co., grain and seeds.  
Press & Co., W. G., grain, provisions, stocks, etc.  
Quaker Oats Co., buyers of grain.  
ReQua Bros., wheat a specialty.\*  
Rosenbaum Bros., receivers, shippers.\*  
Rosenbaum Grain Co., J., grain merchants.\*  
Rothschild Co., Moses, receivers and shippers.  
Rumsey & Co., grain commission.\*  
Sawers Grain Co., grain commission.\*  
Schiffin & Co., P. H., commission.\*  
Shaffer & Co., J. C., grain merchants.\*  
Simons, Day & Co., grain merchants.\*  
Somers, Jones & Co., grain and field seeds.\*  
Thayer & Co., C. H., receivers-shippers.\*  
Updike Grain Co., consignments.\*  
Ware & Leland, grain and seeds.\*  
Zweig & Co., Harry A., cash grain only.

### CINCINNATI, O.

Grain & Hay Exchange Members.

Early & Daniel Co., grain, hay, feed.\*  
Mutual Commission Co., hay, grain and feed.\*  
Perin Bros., want corn.\*

### CLEVELAND, O.

Grain & Hay Exchange Members.

Bailey, E. I., grain and millfeed.\*  
Cleveland Grain Co., The, receivers and shippers.\*  
Gates Elevator Co., The, receivers and shippers.\*  
Lake Shore Elevator Co., grain and feed.\*  
Sheets Elevator Co., The, grain, hay, straw.\*  
Shepard, Clark & Co., grain merchants.\*  
Star Elevator Co., receivers, grain, hay, straw.\*  
Strauss & Co., H. M., receivers, shippers hay & grain.\*  
Union Elevator Co., The, grain and hay.\*

### COLUMBUS, GA.

City Mills Co., soft wheat, corn, millers.\*  
Dexter & Hamburger, grain, hay, feed, flour brokers.\*  
Joseph Co., Dan, grain, grain products.\*  
Watkins & Co., L. C., mdse. and grain broker.

### CULLMAN, ALA.

Ponder & Kelley, grain, feed, gen'l mdse.

### DALLAS, TEX.

E. A. Johnson Co., grain and flour brokers.

### DAVENPORT, IOWA.

Davenport Elevator Co., receivers and shippers.\*

### DECATUR, ALA.

Lyle-Taylor Grain Co., whsle. grain, hay, feeds.

### DECATUR, ILL.

Baldwin & Co., H. I., grain brokers.\*

### DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.  
Conley-Ross Grain Co., The, grain and beans.  
Crescent Flour Mills, The, wheat, corn oats.\*  
Gallagher Grain Co., grain merchants.\*  
Denver Elevator. We buy and sell grain and beans.\*  
Hungarian Flour Mills, wheat, corn, oats, etc.  
Kellogg Grain Co., O. M., receivers and shippers.\*  
McCaull-Dinsmore Co., wholesaler and commission.\*  
O'Donnell Grain Co., wholesale grain.\*  
PHELPS Grain Co., T. D., wholesale grain.\*  
Scott-George Grain Co., receivers and shippers.\*  
Summit Grain & Coal Co., wheat, corn, oats, rye, barl.\*  
Thompson Merc. Co., The W. F., wholesale hay.  
Warwick Grain Co., buyers & sellers all kinds of grain.

### DES MOINES, IOWA.

Board of Trade Members.

Anderson Co., D. L., grain merchants.  
Bartz & Co., W. H., grain merchants.\*  
Des Moines Elevator & Grain Co., oats a specialty.  
Harper & Sons, commission merchants.\*  
Iowa Grain Co., receivers and shippers.  
Lockwood, Lee, grain, millfeed broker.  
Marshall Hall Grain Co., grain commission.  
Mid-West Consumers Grain Co., grain merchants.\*  
Perrine & Co., W. H., commission merchants.  
Taylor & Patton Co., corn and oats.  
Tower, C. A., grain broker.

### DETROIT, MICH.

Board of Trade Members.

Carson & Co., H. C., corn, oats, rye.\*  
Dumont, Roberts & Co., receivers, shippers.\*  
Huston, C. R., grain, hay consignments a specialty.\*  
Lichtenberg & Son, oats, corn, hay, straw.  
Simmons & Co., F. J., grain and hay.\*

### DUBLIN, GA.

Barton, J. W., commission merchant.  
Farmers Co-op, Elvir, & Mills, grain and feed.  
Peacock, R. T., broker.  
Pope, J. T., flour and corn miller.  
Walker, C. L., merchandise broker.

### FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Dorsey Grain Co., receivers, shippers.

### GADSDEN, ALA.

Alabama Brokerage Co., grain, feed, hay, flr., mdse.  
Gadsden Brokerage Co., feed, flr., hay c/s pdts.

### GREAT FALLS, MONTANA.

Barkemeyer Grain & Seed Co., grain dealers.\*

### GREENVILLE, MISS.

Lyle & Lyle, whsle. grain, hay, feedstuffs.

### GREENSBORO, N. C.

Moon-Taylor Co., grain and hay brokers.\*

### GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

(Continued on next page.)

# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

## GULFPORT, MISS.

Corso & Runfalo, gro., grain, feed, flour, hay.  
Gulfport Grocery Co., gro., grain, fd., flr., etc.\*  
Howie & Co., J. B. bkrs., grain, fd., flr., hay.

## HAMMOND, IND.

Nowak Milling Corp., "Domino Feeds."

## HASTINGS, NEBR.

Elder, Fred W., wholesale grain, hay and mill pdts.\*  
Koehler-Twisdale Elevator Co., grain dealers.\*  
Moritz Grain Co., Chas., wholesale grain.  
Sexson, C. R., grain.

## HATTIESBURG, MISS.

Bobo & Co., W. E., bkrs., mdse., grain, hay, fd., flr.  
McLain & Co., A. S., grain, feed, mdse. broker.  
Merchants Grocery Co., whse. grocers, grain, fd., flr.

## HOUSTON, TEX.

Beatty-Archer Co., grain brokers.\*  
Gulf Grain Co., grain, hay, millfeed.\*

## HUTCHINSON, KANS.

### Board of Trade Members.

Farmers Co.-Op. Com. Co., commission merchants.  
Gano Grain Co., grain merchants.  
Hausam-Bateman & Co., grain buyers and sellers.  
Hayes Grain Co., John, grain merchants.  
Hutchinson Grain Co., grain merchants.  
Kelly Milling Co., Wm., millers of hard wheat.  
Jay Hausam & Company, grain merchants.  
McClure Grain Co., J. B., buyers and sellers.\*  
Pettit Grain Co., L. H., grain merchants.  
Reno Flour Mills Co., millers and grain dealers.  
Rock Milling & Elevator Co., receivers and shippers.  
Russell Grain Co., commission merchants.  
Southwest Grain Co., receivers and shippers.  
The Security Ele. Co., receivers, shippers mto kafir.  
Union Grain Co., grain merchants.

## HUNTSVILLE, ALA.

Huntsville & Decatur Bkg. Co., dlrs. gr. & gr. pdts.  
Lyle & Lyle, whse. grain, hay, feedstuffs.

## INDIANAPOLIS, IND.

### Board of Trade Members.

Belt Elevator & Feed Co., receivers and shippers.  
Bingham-Hewett-Scholl Co., grain merchants.\*  
Boyd Grain Co., Bert A., strictly brokerage & com.\*  
Cleveland Grain Co., grain commission.  
Evans Grain Co., W. R., commission and brokerage.\*  
Goldberg Grain Co., consignments.\*  
Hayward-Rich Grain Co., grain commission.\*  
Hill Grain Co., The Lew, commission & brokerage.  
Hoosier Grain Co., consignments only.  
Kinney Grain Co., H. E., receiver and shipper.\*  
McCardle-Black Co., grain merchants.  
Menzie Grain & Bkg Co., Carl D., grain commission.\*  
Merchants Hay & Grain Co., hay, grain, mill feed.\*  
Minor & Son, B. B., grain consignments solicited.  
Montgomery & Tompkins, receivers and shippers.  
Shotwell & Co., C. A., grain & hay.  
Steinhart Grain Co., commission and brokerage.\*  
Urmston Grain Co., receivers and shippers.\*  
Witt, Frank A., grain commission and brokerage.\*

## JACKSON, MICH.

Bartlett & Co., J. E., feed, grain, salvage.\*  
Stockbridge Elvtr., track buyers, sellers, gr. & sds.  
Wagner-White Co., track buyers-sellers, grain-feed.

## JACKSON, MISS.

Aviston Flour Co., feed mfrs. whl. flour, grain.\*  
Brittain & Co., P. L., mer. bkrs., dlrs. hay, gr., mill pdts.  
Green, R. H., whse. grocers, pdce, grain, mill feed.  
Nall & Co., A. S., grain brokers.  
Royal Feed & Mfg. Co., mixed feed mfrs.\*

## JASPER, ALA.

Acuff, J. D., buyer white milling corn.  
Robins, J. H., grain, hay, feed, flour broker.

## KANSAS CITY, MO.

### Board of Trade Members.

Addison Grain Co., consignments.  
Beyer Grain Co., consignments and mill orders.  
Bruce Bros. Grain Co., consignments.  
Christopher & Co., B. C., kafir, feterita, mto.\*  
Croysdale Grain Co., grain commission.  
Davis Grain Co., A. C., grain commission.  
Denton Kuhn Grain Co., consignments.\*  
Dilts & Morgan, consignments.\*  
Ernst Davis Grain Co., commissions.\*  
Federal Grain Co., receivers, shippers.\*  
Fisher Grain Co., C. V., receivers & shippers of grain.\*  
Frisko Elevators Co., grain merchants.\*  
Goffe & Carkner, receivers and shippers of grain.\*  
Hall-Baker Grain Co., consignments.  
Hinds Grain Co., The, receivers, shippers.\*  
Hipple Grain Co., feterita, kafir, mto.\*  
Larabee Flour Mills Corp., The, mfrs. "Larabee Best."  
Masters Brokerage Co., H. S., flour, millfeed, grain.  
Mensendieck Grain Co., consignments.\*  
Moore-Lawless Grain Co., grain receivers.\*

## KANSAS CITY (Continued)

Moore-Seaver Grain Co., receivers and shippers.\*  
Nellis-Witter Grain & Mfg. Co., grain and feed.\*  
Norris Grain Co., grain merchants and exporters.  
Orthwein Matchette Co., consignments, buying orders.  
Parker Corn Co., corn, oats, kafir, mto.\*  
Roehen Grain Co., E. B., consignments.  
Root Grain Co., consignments and futures.\*  
Shannon Grain Co., consignments.  
Stevenson Grain Co., buyers and sellers.\*  
Terminal Elevators, receivers, shippers.\*  
Twisdale-Wright Grain Co., consignment futures.  
Thresher Fuller Grain Co., grain commission.\*  
Western Grain Co., shippers (a specialty).\*

## KNOXVILLE, TENN.

Davis & Susong Co., hay, grain, feed.\*  
Levy & Co., R. T., merchandise and grain brokers.  
Security Mills & Feed Co., flour and feed.\*  
Smith & Co., J. Allen, flour, meal, feed.\*

## LAKE CHARLES, LA.

Beatty Brokerage Co., grain brokers.\*

## LITTLE ROCK, ARK.

### Grain Exchange Members.

Cunningham Commission Co., grain, corn products.\*  
Caple & Stockton, hay, grain, feed.  
Cochran Co., H. K., grain dealers.  
Daniel Mill & Elevator Co., Joe, grain, hay, feed.  
Darragh Company, hay, grain, mixed feeds.\*  
Davis, S. P., dealer, consignments.  
Farmer Co., E. L., brokers, hay, grain, mill feed.\*  
Gordy Co., C. L., grain brok., hay, grain, mill feed.  
Hayes Grain & Commission Co., dealers in grain, hay.\*  
Munn Brokerage Co., grain, hay, mill feed.\*  
Nemeyer Grain Co., George, grain, hay, mill feed.\*  
Wehmann Milling Co., grain, hay, mixed feeds.  
Wilson Co., John R., grain brokers.  
Wilson & Co., hay, grain, feed brokers.

## LIMA, O.

Riddle & Co., T. P., hay and grain.

## LINCOLN, NEBR.

### Grain Exchange Members.

Barstow Grain Co., W. T., recvrs. and shprs. all grs.  
Central Granaries Co., wheat, corn, oats, rye barley.  
Cummings Grain Co., M. T., grain, seed, millfeed.  
Ewart Grain Co., wheat, corn, oats, rye, barley.\*  
Foster Grain Co., receivers and shippers.  
Goch Milling & Elvtr. Co., flour, feed, macaroni pdts.  
Lincoln Grain Co., grain merchants.\*  
Nebraska Corn Mills, meal, pearl hominy, corn, flour.  
Paul, John M., grain broker.  
Western Feed Dealers Supply Co., hay, gr., millfeeds.  
Wright-Leet Grain Co., receivers and shippers.

## LOS ANGELES, CALIF.

### Grain Exchange Members.

Pacific Grain & C. S. P. Co., grain & c/s meal.

## LOUISVILLE, KY.

### Board of Trade Members.

Bingham-Hewett Gr. Co., receivers-shippers of grain.\*  
Edinger & Co., grain, hay, flour.  
Farmer & Sons, Oscar, hay, grain and feeds.\*  
Kentucky Public Elevator Co., storers and shippers.\*  
Schuff & Co., A. C., specialty white mlg. corn, wh.\*  
Verhoeff & Co., H., receivers and shippers.\*  
Zorn & Co., S., receivers and shippers.\*

## LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.\*

## MACON, GA.

Dorsett Co., W. C., brokers, grain feed, flour.  
McCord, Chas. R., flour, grain, feed, broker.  
McKae, D. L., flour, grain, hay, feed, broker.\*  
Middlebrooks Bros., brokers.\*  
National Milling Co., mfrs. mixed feed.  
Pitner, Beusse & Morgan, brokers.\*  
Quinby, Edmund B., hay, grain, flour, feed broker.

## MEMPHIS, TENN.

### Merchants Exchange Members.

Anderson, Embrey E., grain, hay, ear corn specialty.\*  
Browne, Walter M., broker & com., consignments.\*  
Buxton, E. B., broker and commission merchant.\*  
Bluff City Grain Co., all grains, oats a specialty.\*  
Cereal Byproducts Co., everything for mixed feeds.  
Clark-Burke & Co., grain and hay.\*  
Cook, L. P., receiver and shipper.  
Davis & Andrews Co., grain, mixed feed.\*  
Denyven & Co., brokers and commission, grain.  
Edgar-Morgan Co., J., consignments.  
Hasenwinkle, H., J., consignments.  
Horton & Co., J. B., grain dealers.  
International Sugar Feed No. 2 Co. mfrs. swt. mx. fd.  
Jones, Lee D., grain dealers.\*  
Lovitt & Co., L. B., cotton seed and peanut products.  
Marks & Anderson, wholesale grain, hay, mixed feed.  
Memphis Milling Co., high grade mixed feed.\*  
National Brokerage Co., flour, grain, feed brokers.\*  
Mississippi Elevator Co., grain dealers, feed mfrs.\*  
Nessly Co., J. L., broker, com., alf. meal, molasses.\*  
Patteson & Co., G. E., mfrs. mixed feed, grain.\*

## MEMPHIS (Continued)

Pease & Dwyer, grain, mixed feed.\*  
Riverside Elevator & Warehouse, broker & whse. man.  
Royal Feed & Milling Co., mixed feed manufacturers.\*  
Scruggs-Robinson Co., brok. com. mer., consignments.\*  
Sessum Coal & Grain Co., grain, mixed feed.  
Stout-Hunt Milling Co., flour and corn meal.  
Tate & Co., J. E., wholesale grain dealers.  
U. S. Feed Co., grain, hay, mill feed.\*  
Wade & Sons, Inc., John, grain, feed, flour.\*

## MERCER, MO.

Alley Grain Co., oats, corn, wheat, seeds.\*  
Alley, A. A., dealers & broker, grain and seeds.

## MERIDIAN, MISS.

### Board of Trade Members.

Anderton & Co., W. A., whse. brokers, gr., hay, fd.  
Elkin-Henson Grain Co., gr. mxd. fd., hay, ctn. sd. pts.  
George Co., The A. H., grain dlrs., mxd. fd. mfrs.\*  
Gibson Brokerage Co., J. A., grain & mdse. brokers.  
Harris, John H., grain and mdse. brokers.  
Hayward & Scott, grain brokers & mfrs. agents.  
Lyle Grocery Co., The Tom, who. gro., grain & hay.  
Lyon & Co., A. J., whse. gro., grain, feed.  
Meridian Grain & Elvtr. Co., gr. dlrs., mxd. fd. mfrs.  
Meyer Bros., wholesale groc., grain, feed.  
Smith Brokerage Co., grn., gr. pdts., hay, ctn., sd. pts.  
Sturgis Co., grain dealers, mixed feed mfrs.\*  
Threefoot Bros. & Co., whse. grain, feed, flr., gro.  
Snowden Com. Co., grain, hay, rice brokers.  
Tutt Grain Co., J. B., grain, fd., ctn. sd. pdts., dlrs.  
Queen City Feed Co., grain, hay, flour, corn meal.  
Winner-Klein & Co., whse. gro., grain, feed.

## MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.\*

## MILWAUKEE, WIS.

### Chamber of Commerce Members.

Bacon Co., E. P., grain and seed.\*  
Franke Grain Co., feeds, grain, hay.  
Godfrey-Blanchard Co., grain receivers.\*  
Kamm Company, P. C., barley and rye.\*  
Quinn Shepherdson Co., receivers & shippers.  
Rankin, M. G., & Co., grain and feed.  
Rialto Elvtr. Co., grain receivers and shippers.\*  
Taylor & Bournique Co., grain merchants.\*  
Thayer & Co., C. H., receivers & shippers.\*

## MINNEAPOLIS, MINN.

### Chamber of Commerce Members.

Banner Grain Co., grain receivers.  
Benson, Staback Co., grain commission.\*  
Cargill Commission Co., grain commission.  
Carter, Sammis & Co., grain commission.  
Cereal Grading Co., grain merchants.\*  
Chambers-Mackay Co., screenings & mill feed.  
Dalrymple Co., William, grain commission.\*  
Davies & Co., F. M., grain commission.\*  
Gee Grain Co., G. E., receivers and shippers.  
Getchell-Tanton Co., grain commission.  
Godfrey-Blanchard Co., grain receivers-shippers.\*  
Gould Grain Co., receivers and shippers.\*  
Hankinson & Co., H. L., grain commission.  
Lewis & Co., Chas. E., consignments.\*  
Malmquist & Co., C. A., receivers & shippers.  
Marfield Grain Co., grain commission.\*  
McCaull Dinsmore Co., consignments solicited.\*  
Quinn-Shepherdson Co., receivers and shippers.\*  
Scruggins Grain Co., corn and oats.\*  
Van Dusen-Harrington Co., grain merchants.\*  
Welch Co., E. L., mill oats & screenings.\*  
Wernil-Anderson Co., grain commission, screenings.  
Woodward Newhouse Co., grain merchants.  
Zimmerman, Otto A., barley and oats my specialty.

## MOBILE, ALA.

Butler & Clark, mdse., grain, ctn. sd. pdts., brokers.  
Cleveland Co., Frank, bkrs. & com. merchants.  
Hopper & Co., H. M., grain, mldfs., hay brokers.\*  
King & Co., John R., bkrs., grn., mldfs., hay, beans.  
Meador & Co., W. M., mdse. & grain brokers.  
Minnis & Co., A. R., bkrs., grain, feed, ctn. sd. pdts.  
Suttle, J. L., grain, gr. pdts., feed, mdse. broker.\*  
Turner-Young Grain Co., dlrs., gr., gr. pdts., mfrs. fd.  
Vass & Co., H. P., mdse. & grain brokers.  
Wilson Brokerage Co., expt. freight bkrs., fwdg. agts.  
Ziliak & Schafer Mlg. Co., grain & gr. pdts., feed.  
Zimmern's Co., J., mxd. fd. mfrs., dlrs. grain & hay.

## MONTGOMERY, ALA.

Alabama Black Belt Co., gr. bkrs., dlrs. in Ala. pdts.  
American Mlg. & Feed Co., mfrs. crn. ml., gr. dl., fd.  
Broder Bros., grain, feed, flour, mdse. bkrs.  
Cody-Craig Co., grain, feed, flour, mdse., brokers.  
Hobbie Grocery Co., H. M., opertrs. "Hobbie Elvtr."  
Holland & Co., O. C., mdse. & grain brokers.  
Lutz & Co., E. G., bkrs., grain, feed, flour, mdse.  
Mitchell & Co., Chas. E., dlrs., hay, grain, cow peas.  
Richardson Co., O. A., grain, feed, flour brokers.  
Shank & Copeland, bkrs., grain, fd., flr., hay, mill pdts.  
Smith Brokerage Co., grain, feed, flour, hay.  
Winter, Loeb Grocery Co., grain, feed, flour, mdse.

## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

### MOULTRIE, GA.

Delay, A. J., flour and grist mill.  
Moultrie Mill & Elevr. Co., grain and feedingstuffs.

### NASHVILLE, TENN.

#### Grain Exchange Members.

Allen Grain Co., receivers and shippers.\*  
Bennett & Co., John C., brokers.\*  
Crosier & Co., W. H., receivers and shippers.\*  
Daugherty-Vincent Grain Co., receivers and shippers.\*  
Gilette Grain Co., The, operators steel elevator.\*  
Hale & Sons, J. R., receivers and shippers.\*  
Hermitage Elevr. & Warehouse Co., public storage.\*  
Jones & Co., Chas. D., receivers and shippers.\*  
Kerr, S. S., receiver and shipper.\*  
Liberty Mills, flour and feed.\*  
Mero Mills, Flavo Flour, feeds.\*  
Nashville Grain & Feed Co., receivers and shippers.\*  
Nashville Roller Mills, self rising flour mfrs.\*  
Nashville Warehouse & Elevr. Co., public storage.\*  
Neil Shofner Grain Co., receivers and shippers.\*  
Rex Mill & Feed Co., grain and feeds.\*  
Tate, W. R., receiver and shipper.\*  
Tennessee Grain Co., receivers and shippers.\*  
Tyner & Co., John A., corn, wheat, oats, seeds.\*  
Wilkes & Co., J. H., grain, flour, feeds.\*  
Worke & Co., R. H., grain, feed, hay.

### NEWARK, N. J.

Smith & Wallace Co., J. C., receivers, shippers.

### NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, potatoes.\*

### NEW ORLEANS, LA.

#### Board of Trade Members.

Anderson & Jackson, Inc., exporters of grain.\*  
Barr, R. J., grain exporter.\*  
Gibbons, J. T., gr. dealers, mixed fd. mfrs., expts.  
Kalman Co., Paul R., recvrs., shprs., expts. of grain.  
Langenberg Hay & Grain Co., recvrs., shprs. & expts.  
Lunham & Moore, forwarding & freight brokerage.  
Matthews & Bro., Chas. R., grain & grain pdts., brks.\*  
Matthews & Sons, Geo. B., recvrs. & shprs., feed mfrs.  
Milam-Morgan Co., Ltd., recvrs., shprs., mx. fd. mfrs.  
Nathan & Fettes, fwdg. agt. & expt. fght. broker.\*  
Neumond, K. & E., dhrs. & expts in feed articles.  
Richeson Co., Inc., W. L., expt. shpg., fgt. bkg. & fg.\*  
Rodd & Co., Chas. M., gr. brokers & fwdg. agents.\*  
Rogers, James M., grain brokerage & forwarding.\*  
Royal Feed & Mfg. Co., mfrs. of mixed feed.  
Thomas Co., James, exporters & forwarders.  
Waterman & Co., J. S., gr. flour & fd. brks., fr. jhrs.\*

### NEW YORK CITY.

#### Produce Exchange Members.

Bolie-Watson Co., Inc., receivers and exporters.  
Brainard Commission Co., consignments.\*  
Jones & Co., M. E., buyers—quote us.\*  
Knight & Company, commission merchants.\*  
Morey, L. A., grain.  
Schwartz & Co., B. F., commission merchants.\*  
Therrien, A. F., broker.\*

### NORFOLK, VA.

Woon-Taylor Co., grain and hay brokers.\*

### OKLAHOMA CITY, OKLA.

#### Grain Exchange Members.

Cherokee Grain Co., grain merchants.\*  
Cosart Grain Co., C. B., grain merchants.  
Conyers Grain Co., grain merchants.\*  
Dustin Grain Co., grain, feed, seeds.\*  
Langenberg Bros. Grain Co., grain merchants.  
Maney Export Co., grain merchants.  
Marshall-Jacobson Grain Co., grain, feed, seeds.\*  
Mid-West Grain Co., grain merchants.\*  
Oklahoma Export Co., grain commission.\*  
Okla. City M. & E. Co., grain merchants, millers.\*  
Rutledge Grain Co., commission merchants.  
Perkins Grain Co., W. L., commission merchants.\*  
Polson & Co., C. A., commission merchants.  
Stinnett Grain Co., grain merchants.\*  
Stowers Grain Co., W. B., commission merchants.

### OMAHA, NEBR.

#### Grain Exchange Members.

Adams-Reitz Grain Co., consignments.  
Butler Welsh Grain Co., grain merchants.\*  
Carlisle Grain Co., S. S., consignments.\*  
Cope & Kearney, grain commission.  
Crowell Elevator Co., receivers, shippers.\*  
Dawson Grain Co., grain merchants.  
Holmquist Elevator Co., receivers and shippers.\*  
Kern Co., brokers and commission merchants.\*  
Maney Grain Co., The, consignments.\*  
Merriam Commission Co., consignments.\*  
Miller Wilson Grain Co., receivers and shippers.  
Nye Schneider Fowler Grain Co., consignments.\*  
Oswald Delaney Grain Co., consignments.  
Roberts Grain Co., Geo. A., grain merchants.  
Rothchild Grain Co., corn and oats.\*  
Stockham Grain Co., E., commission merchants.\*  
Taylor Grain Co., brokers.  
Trans-Mississippi Grain Co., receivers and shippers.\*  
United Grain Co., grain commission.  
Updike Grain Co., consignments.\*

### PALATKA, FLA.

Birdsey Commission Co., mdse. and grain brokers.

### PEORIA, ILL.

#### Board of Trade Members.

Bartlett Co., S. C., grain commission.\*  
Bowman & Co., Geo. L., grain commission.  
Buckley & Co., grain and seeds.\*  
Cole Grain Co., Geo. W., receivers and shippers.\*  
Conover Grain Co., E. B., grain commission.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.\*  
Harwood-Young Co., grain commission.\*  
Luke Grain Co., grain commission.\*  
McFadden & Co., G. C., consignments.  
McCreery & Son, J. A., wheat, corn, oats.\*  
Miles, P. B. & C. C., grain commission.\*  
Mueller Grain Co., receivers and shippers.\*  
Slick, L. E., consignments solicited.  
Turner Hudnut Co., receivers and shippers.\*  
Tyng Grain Co., commission merchants.\*  
Worth-Gyles Grain Co., grain commission.

### PENSACOLA, FLA.

Bonacker Bros., brks., gr., hay, feed, fr., ctn. sd. pts.  
Consolidated Grocery Co., whole gro., grain, produce.  
Gonzalez Co., The M. F., gr., hay, feed, mfrs. crn ml.  
Jones & Co., B., grain, hay, fr., mill feed brokers.  
Meador & Co., W. M., mdse. & grain brokers.  
Wagenheim Co., The I. E., brks. mdse., gr., shorts, bu.  
Wolff, I. mdse., grain, feed broker.

### PHILADELPHIA, PA.

#### Commercial Exchange Members.

Delp Grain Co., E. E., grain and millfeeds.\*  
Dunwoody Co., Etl., flour, grain, feed.\*  
Lemont & Son, E. K., hay, grain, millfeed.  
Miller & Sons, L. F., grain, seeds, hay.\*  
Richardson Bros., grain, flour, millfeeds.\*  
Richardson, Geo. M., grain and feeds.\*  
Rogers & Co., E. L., hay, straw, grain, feed.\*  
Taylor & Bournique Co., grain merchants.\*  
Young & Co., S. H., wheat, corn, oats.

### PITTSBURGH, PA.

#### Members Grain and Hay Exchange.

Elwood & Co., R. D., hay and grain.\*  
Geidel & Leubin, grain and hay.  
Hardman & Heck, grain, hay, millfeed.\*  
Heck & Co., W. F., grain, hay, millfeed.\*  
Herb Bros. & Martin, grain and hay.  
McCague, R. S., grain, hay.  
Taylor & Bournique Co., grain merchants.\*  
Walton Co., Samuel, grain and hay.\*  
Young & Fisher, brokerage and commission.\*

### PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

### PORTLAND, ORE.

Albers Bros. Mfg. Co., millers and exporters.  
Globe Grain & Mfg. Co., grain, hay and feed.\*  
Kerr, Gifford & Co., Inc., grain exporters.\*  
Northern Grain & Warehouse Co., grain exporters.\*  
Pacific Coast Elevator Co., grain.\*  
Pacific Grain Co., grain exporters.\*  
Tri-State Terminal Co., general grain and bags.\*

### PUEBLO, COLO.

McClelland Met'l I. & R. Co., grain, hay and feed.\*

### RICHMOND, VA.

#### Grain Exchange Members.

Beveridge & Co., S. T., grain, hay, feeds, seeds.

### ROME, GA.

Chidsey, Jas. B., grain, hay and feed broker.\*  
White Brokerage Co., grain, hay, flour.

### ROANOKE, VA.

Albergotti Bros., hay, grain, feed, flour.\*

### SAGINAW, MICH.

Smith-Connor Hay & Grain Co., hay and grain.

### SEATTLE, WASH.

Albers Bros. Mfg. Co., millers and exporters.  
Fairbanks & Co., F. M., grain and feed.  
Lilly Co., The Chas. H., seed merchants.\*  
Pacific Grain Co., grain exporters.\*  
Tri-State Terminal Co., general grain and hay.\*  
Webster & Co., E. A., grain commission, oriental seeds.

### SELMA, ALA.

Baker, A. E., mdse., grain, feed, flour broker.  
Campbell & Co., McD., brokers gr., fr., mdx. fd., hay.  
Crandell, H. F., merchandise & grain broker.  
Hooper, Son & Coleman, mdse., grain, flour brokers.  
Ross, Rivers F., merchandise & grain broker.

### ST. JOSEPH, MO.

#### Grain Exchange Members.

A. J. Elevator Co., buyers and shippers.\*  
Gordon Commission Co., T. P., gr. dealer and broker.\*  
Great Western Grain Co., buyers and sellers.\*  
Aunt Jemima Mills Co., A. J., hominy feed.  
Marshall Hall Grain Co., consignments solicited.\*  
McKee Grain Co., commission.\*  
Sloan Simmons Grain Co., consignments.\*  
St. Joseph Hay & Grain Co., grain merchants.\*

### ST. LOUIS, MO.

Annau Burg G. & M. Co., flour, grain, millfeed.\*  
Ballard-Messmore Grain Co., recvrs. grain, hay, seeds.  
Bushfield Grain Co., receivers and shippers.  
Dreyer Commission Co., feeding stuffs, grain, seeds.\*  
Elmore Schultz Gr. Co., receivers and shippers grain.\*  
Goffe & Carkner Co., grain commission.\*  
Graham & Martin Grain Co., grain commission.\*  
Ichtertz & Watson, grain, seeds and hay.\*  
Marshall Hall Grain Co., grain commission.\*  
Langenberg Bros. Grain Co., grain commission.\*  
Morton & Co., grain commission.\*  
Nanson Commission Co., grain commission.\*  
Picker & Beardsley Com. Co., grain and grain seed.\*  
Powell & O'Rourke, corn a specialty.  
Thurnau Grain & Feed Co., Arnold A., grn., fd., scrngs.\*  
Toberman, Mackey & Co., grain, hay, seeds.\*  
Turner Grain Co., grain commission.

### SIoux CITY, IOWA.

#### Board of Trade Members.

Atton Co., L. C., grain commission.  
Halley, Walter H., grain merchants.\*  
Godfrey Blanchard Co., grain receivers.\*  
McCaull Dinsmore Co., commission.\*  
Morris Grain Co., broker.  
Rumsey & Co., receivers of consignments.\*  
Slaughter Burke Grain Co., receivers, shippers.\*  
Taylor & Bournique Co., grain merchants.\*  
Terminal Grain Corp., receivers and shippers.  
Warwick Grain Co., consignments solicited.  
Western Terminal Elevator Co., receivers and shippers.

### STERLING, COLO.

Moritz Grain Co., C., wholesale grain.

### TALLEDEGA, ALA.

Farmers Ex. & Elevr. Co., grain, feed, mfrs. corn meal.

### TERRE HAUTE, IND.

Kuhn & Co., Paul, receivers and shippers.\*

### THOMASVILLE, GA.

Burch & Son, W. H., corn millers.  
South Georgia Brokerage Co., brokers.  
Thomasville Elevr. Co., corn, velvet beans, field seeds.

### TOLEDO, OHIO.

#### Produce Exchange Members.

De Vore & Co., H. W., grain and seeds.\*  
King & Co., C. A., grain and seeds.  
Morehouse & Co., wholesale grain and seeds.  
Rice Grain Co., cash grain.\*  
Southworth & Co., grain and seeds.\*  
Wickenhiser & Co., John, grain receivers, shippers.  
Young Grain Co., grain receivers, shippers.  
Zahn & Co., J. F., grain seeds.\*

### TOPEKA, KANS.

Derby Grain Co., wheat, corn, oats, and millfeed.\*

### TOPPENISH, WASH.

Preston Co., H. P., alfalfa meal, grain, hay, feedstuffs.

### TUSCALOOSA, ALA.

Eddins Brokerage Co., grain, feed, flour, mdse.  
Indian Milling Co., mixed feed mfrs.  
Rosenbush Brokerage Co., grain, feed, flour, mdse.  
Southern Grain Co., grain, hay, mfrs. corn meal.

### TUSCUMBIA, ALA.

Belser, Harry K., grain, feeds, mdse broker.  
Hammerly, E. T., grain, hay, feed, seed.

### UNION CITY, TENN.

Cherry-Moss Grain Co., grain, hay, feeds, seeds.  
Dahnke-Walker Milling Co., milling, grain, feed.\*  
Howell Grain & Feed Co., grain and feed.

### VALDOSTA, GA.

Birdsey Commission Co., mdse. and grain brokers.  
So. Georgia Milling Co., mfr. mx. feed, vel. bean ml.  
Valdosta Mill & Elevr. Co., grain, corn meals, feeds.

### VICKSBURG, MISS.

Well & Son, R., brokers; corn, oats, meal, hay, chops.  
Wilkerson, R. C., grain broker.

### WICHITA, KANS.

#### Board of Trade Members.

Beyer Grain Co., consignments and mill orders.\*  
Blood-Pickering Grain Co., consignments, mill orders.  
Clark Burd Grain Co., consignments.\*  
Clark Grain Co., C. M., all kinds grain and feed.  
Craig Grain Co., J. W., consignments and mill orders.  
Groth, Samuel C., milling wheat and feed.  
Hayes Grain Co., John, Okla.-Kan. wheat for mills.  
Kansas Flour Mills Co., receivers and shippers.\*  
Kansas Milling Co., millers and grain merchants.\*  
Kelly Grain Co., Edward, grain and mill feed.  
Koch Grain Co., Geo., milling wheat.  
Kramer Grain Co., receivers and shippers.\*  
Raymond Grain Co., consignments.  
Strong Trading Co., wholesale grain and feed.\*  
Wallfong Bros., receivers and shippers.\*  
Warwick Grain Co., "always have a bid."  
Wichita Flour Mills Co., millers and grain merchants.\*  
Wichita Terminal Elev. Co., general elevator business.\*

### WINCHESTER, IND.

Goodrich Bros. Hay & Grain Co., whrs. gr. and seeds.\*

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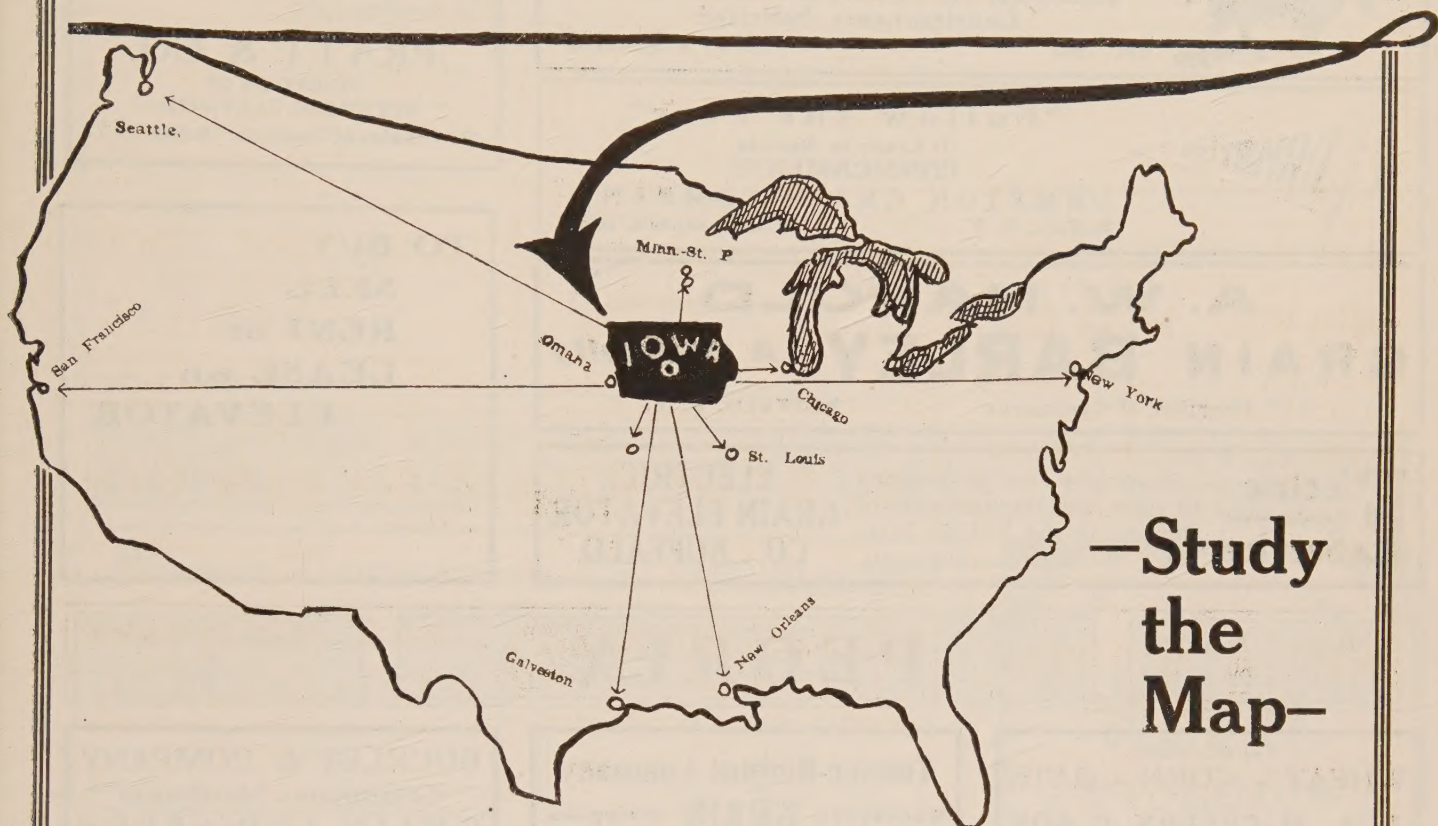
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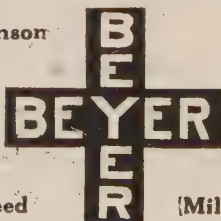
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Strictly Commission Merchants  
Specialists in WHEAT, CORN, OATS  
Consignments Solicited  
340-342 Produce Exchange, NEW YORK, N. Y.

**KNIGHT & COMPANY**  
Grain Brokers and  
Commission Merchants  
CONSIGNMENTS SOLICITED  
New York Chicago Baltimore

Chamber of Commerce  
Members**MINNEAPOLIS**Chamber of Commerce  
Members

**BENSON STABECK Co.**  
**BEST SERVICE**  
Grain Commission Since 1903  
DULUTH MINNEAPOLIS WINNIPEG

**WOODWARD-NEWHOUSE CO. Grain Commission**  
Minneapolis, Minn.

J. L. McCaull, Pres. E. A. Dinmore, Vice-Pres.  
S. J. McCaull, Sec. A. M. Dinmore, Treas.  
**The McCaull-Dinmore Co.**  
COMMISSION MERCHANTS  
915-16-17 Chamber of Commerce  
MINNEAPOLIS, MINN.  
Duluth Milwaukee Omaha

WE SELL  
**FEED WHEAT MILLING**  
**The Scroggins Grain Co.**  
MINNEAPOLIS

**CHAS. E. LEWIS & CO.**  
Grain and Stock Brokers  
Minneapolis St. Paul Duluth Winnipeg  
MEMBERS NEW YORK STOCK EXCHANGE  
and all Grain Exchanges

**BANNER GRAIN CO.**  
GRAIN MERCHANTS  
Consignments Solicited  
MINNEAPOLIS and DULUTH

Ask For Our Prices  
on  
**GRAIN**  
**GODFREY-BLANCHARD COMPANY**  
**GRAIN**  
We  
LOOK AFTER THE INTERESTS OF COUNTRY  
SHIPPERS AND CONSUMERS

**Cereal Grading Co.**  
W. T. FRASER, Vice Pres. & Mgr.  
**GRAIN MERCHANTS**  
20 Years Experience in assembling and  
distributing Choice Rye for milling  
and distilling trade. Largest Rye  
handlers in the West. Also shippers of  
Choice Milling Wheat, Oats,  
Barley and Screenings.  
Operating Elevator L.  
612 Chamber of Commerce  
MINNEAPOLIS, MINN.

**Only One Way**

to keep your business mes-  
sages private and that is  
by using a grain code.

In selecting a code, you  
should avoid buying one so  
large you can't find what you  
want, or so small it don't cover  
the business.

**Universal Grain Code**

Is just the code you need; a  
small book, 150 pages, contain-  
ing 14,910 words covering your  
line of business and no two  
spelled near enough alike to  
cause an error. Three or four  
of these words will convey a  
long message that you would  
otherwise hesitate to send for  
fear of going into bankruptcy  
and no one would know their  
meaning without the code.

The price is only \$3.00.

Code words for the new  
U. S. wheat and corn grades  
are included.

**GRAIN DEALERS JOURNAL**  
305 So. La Salle Street, Chicago, Ill.

**CORN -- OATS -- BARLEY -- RYE**  
For Prompt Shipment in any  
Quantity  
**VAN DUSEN**  
**The HARRINGTON CO.**  
MINNEAPOLIS DULUTH

WE SOLICIT  
YOUR CONSIGNMENTS  
**H. L. HANKINSON & CO.**  
MILWAUKEE MINNEAPOLIS DULUTH  
STRICTLY  
GRAIN COMMISSION

**MARFIELD GRAIN CO.**  
Receivers and Shippers

**J. H. Davies Co.**  
**GRAIN COMMISSION**  
MINNEAPOLIS DULUTH

**SHEFFIELD ELEVATOR COMPANY**  
MINNEAPOLIS  
GRAIN SHIPPERS  
Ask for Samples of Milling Wheat, Feed and  
Milling Barley  
WIRE FOR QUOTATIONS

Advertising must first attract, then interest, and finally convince. Keep advertising and the country shipper will give you the preference.

Grain Exchange  
Members

## SIOUX CITY

Grain Exchange  
Members

**SLAUGHTER-BURKE GRAIN CO.**  
**RECEIVERS—SHIPPERS**  
SIOUX CITY, IOWA SIOUX FALLS, S. DAK.  
*Get Our Quotations on Corn  
and Oats*

**RUMSEY & COMPANY**  
Sioux City Chicago  
  
Grain Business in All Branches

**WARWICK GRAIN CO.**  
We buy grain for all markets  
Call us for bids  
CONSIGNMENTS SOLICITED  
J. O. McClintock, Mgr. SIOUX CITY, .

**TRUSLER GRAIN CO.**  
**RECEIVERS--SHIPPERS**  
All Grains—All Grades  
SIOUX CITY, IOWA EMPORIA, KAN.

## Dealers Will Be Interested

In our advertising matter describing APCO Feeds for live stock. We manufacture feeds for cattle, horses, hogs, sheep and poultry, with basis of best alfalfa meal combined with grain, molasses and other food elements. Best and cheapest feeds. Liberal terms to dealers. It will pay you well to handle and push the sale of Apco brands. You can safely and honestly recommend them to your trade.



We buy and sell grain, alfalfa and prairie hay, and solicit consignments. Quotations on request. It will pay you to get into business touch with us. Correspondence invited.  
ALFALFA PRODUCTS CO., Dept. G, Sioux City, Iowa

**TAYLOR & BOURNIQUE CO.**  
628-29 Grain Exchange  
SIOUX CITY, IOWA  
**BUYERS AND SELLERS**  
**CORN OATS BARLEY**

**BELL, HUNTING & CO., Inc.**  
W. M. BELL, President  
F. H. HUNTING, Vice-Pres. and Mgr.  
W. A. HOTTENSEN, Secy. and Treas.  
**GRAIN COMMISSION—Sioux City, Ia.**  
Ask for bids.  
Advise us of your needs. We can furnish  
STRICTLY COUNTRY RUN GRAIN.

**Terminal Grain Corporation**  
**RECEIVERS and SHIPPERS**  
*Consignments Solicited*  
**SIOUX CITY, IOWA**

## A PARTNER

HELP or a POSITION,

can be obtained quickly by placing an ad. in the "Wanted" columns of the Grain Dealers Journal of Chicago. It is the grain trade's accepted medium for "wanted" and "for sale" ads.

Ask for Our Prices  
on  
**GRAIN**  
**GODFREY-BLANCHARD COMPANY**  
**GRAIN**  
We  
LOOK AFTER THE INTERESTS OF COUNTRY  
SHIPPERS AND CONSUMERS

**L. C. BUTTON CO.**  
510-511 Grain Exchange, SIOUX CITY, IOWA  
**General Grain and  
Commission Business**  
**USE US**

Board of Trade  
Members

## INDIANAPOLIS

Board of Trade  
Members


**"Follow The Flag"**  
**With Your Shipments**  
**URMSTON GRAIN COMPANY**  
INDIANAPOLIS, IND.

**BELT ELEVATOR & FEED CO.**  
Fred Vawter  
INDIANAPOLIS, IND.  
**Commission—GRAIN—Brokerage**  
When we get your trade we will be just as anxious to hold it as we are now solicitous about having you send a trial car.

Established 1883  
**H. E. KINNEY GRAIN CO.**  
617 Board of Trade  
INDIANAPOLIS, IND.  
SAM J. BRUCE, Manager Consignment  
Department

**Hayward-Rich Grain Co.**  
**GRAIN COMMISSION**  
511 Board of Trade Building  
INDIANAPOLIS, IND.

**Consign to GOLDBERG GRAIN COMPANY**  
**AND GET THE FULL MARKET PRICE EVERY TIME**

**MERCHANTS HAY & GRAIN CO.**  
INDIANAPOLIS, IND.  
**HAY, GRAIN AND MILL FEED**  
*We Solicit Your Consignments*

**WM. R. EVANS GRAIN CO.**  
**Commission and Brokerage**  
Our experience will get you the results you are after. Send us your corn and oat shipments.  
Board of Trade Bldg. Indianapolis, Ind.

**The Lew Hill Grain Co.**  
(Incorporated—Capital Stock \$50,000)  
**GRAIN**  
**Commission and Brokerage**  
Earnestly Soliciting Your Business and Correspondence  
Board of Trade Indianapolis, Ind.

**McCardle-Black Co.**  
**GRAIN COMMISSION**  
Members Chicago Board of Trade  
DIRECT PRIVATE WIRE  
Indianapolis, Ind.  
Crawfordsville, Ind. Frankfort, Ind. Paris, Ill.

Carrying money to the bank becomes a habit with Advertisers who regularly use the advertising pages of the GRAIN DEALERS JOURNAL.

Commercial Exchange  
Members

## PHILADELPHIA

Commercial Exchange  
Members

## TAYLOR &amp; BOURNIQUE CO.

627-629 Bourse  
PHILADELPHIA, PA.  
Elevators Chicago and Milwaukee  
SHIPPERS OATS AND CORN  
Quality and Uniformity

## E. L. ROGERS &amp; CO.

Over 50 years  
in the business  
BRAIN—FEED—HAYS. H. YOUNG & CO.  
WHEAT — CORN — OATS  
417-19 Bourse Bldg.  
CONSIGNMENTSL. F. MILLER & SONS  
Consignments Solicited  
Receivers and Shippers of  
GRAIN, FEED, SEEDS, HAY, ETC.  
Office 2931 N. Broad St. PHILADELPHIA, PA.Shipping Grain to Lemont  
PAYS41 years in the grain business has made us a  
lot of good friends among Western shippers.

## E. K. LEMONT &amp; SON

411 Bourse Bldg., PHILADELPHIA, PENNA.

## E. E. DELP GRAIN CO.

ELEVATOR AND MILLS—BOURBON, INDIANA  
Eastern Office - - - - Philadelphia, Pa.

## RICHARDSON BROS.

BROKERS  
WANT OFFERS  
GRAIN FLOUR MILL FEED  
Delivered Philadelphia  
Either Export or Domestic  
The Bourse

## CERTIFICATE OF WEIGHT

FORM 88 is designed for making a certified statement of the weight of a car of grain and the condition of the car. It has spaces for Date, Car No., Initial, Date Loaded, Number of Pounds, Kind of Grain, Seal Record, Firm Name and Weigher. These forms are duplicating and are check bound, 75 originals and 75 duplicates in each book. The original forms are printed on bond paper and are machine perforated so that they will tear out readily. The duplicates remain in the book as permanent record. The certificates are numbered in duplicate. Size 8½x4½ inches. Price with four sheets of carbon paper, 75 cents.

GRAIN DEALERS JOURNAL, - -

315 So. La Salle Street, Chicago, Ill.

Produce Exchange  
Members

## TOLEDO

Produce Exchange  
Members

## JOHN WICKENHISER &amp; CO.

Wholesale Grain Dealers  
TOLEDO, OHIOWe make track bids and quote delivered prices.  
Solicit Consignments of Grain and Clover Seed.  
Members Toledo Produce Exchange and Chicago  
Board of Trade.S. L. Rice Geo. D. Woodman  
RICE GRAIN CO.  
TOLEDO, OHIOMilling Wheat Cash Grain  
Mill FeedsTOLEDO  
J. F. ZAHM & Co.  
HERE SINCE '79We have no grain of our own to  
sell so can give your shipments our  
undivided attention.WHEAT-CORN  
OATS-RYE-SEED  
Why not Consign—All the Time?The paper the Grain Dealer  
supports, because it supports  
the Grain Dealer—

## GRAIN DEALERS JOURNAL

## Clover Seed

International Game, played in Toledo, Ohio.  
Providence does dealing. When "Seedy" favor

C. A. KING &amp; CO.

Like Billy Sunday they deal in cash and futures

Consignments Futures  
H. W. DeVORE & CO.

Our Aim To Serve

Toledo Chicago

Chamber of Commerce  
Members

## BALTIMORE

Chamber of Commerce  
Members

## C. P. BLACKBURN &amp; CO.

COMMISSION MERCHANTS

Grain Receivers Exporters

Sell to US Consign to US

## CONSIGNMENTS A SPECIALTY

JOHN T. FAHEY &amp; CO.

Commission Merchants

Grain Receivers and Shippers

In the Market every day

Remember us on Rye BALTIMORE, MD.

Established 1898

## G. A. HAX &amp; CO.

COMMISSION

Grain and Hay

BALTIMORE MARYLAND

## CHAS. ENGLAND &amp; CO.

Commission Merchants

GRAIN - HAY - SEEDS

308-310 Chamber of Commerce, BALTIMORE

## Baltimore Grain Co.

Consignments

Baltimore Maryland

If It's Off Grade  
We Know ValuesHENRY E. WACK & CO., Inc.  
Baltimore, Md.Liberal Advances. 100% Service on  
Consignments.

# DENVER

Grain shippers who are anxious to get the most from their grain will find it to their advantage to investigate the merits of the Denver market. After a thorough investigation it is a known fact that it will receive your shipments. Any of the Grain Exchange members listed below will be glad to give you any information you may desire. Better still—ship at least one car to any of them and be convinced.

**CONLEY-ROSS GRAIN CO., THE**  
Wholesale Grain and Beans

**CRESCENT FLOUR MILLS, THE**  
We buy Wheat, Corn, Oats, Beans, etc.

**DENVER ELEVATOR**  
We buy and sell Grain of all kinds, also Beans

**HUNGARIAN FLOUR MILLS**  
Dealers in Wheat, Corn, Oats, Rye and Barley

**O. M. KELLOGG GRAIN CO.**  
Receivers and shippers of all kinds of Grain

**McCAULL-DINSMORE CO.**  
Grain—Wholesaler and Commission

Denver

Grain Exchange

Members

**O'DONNELL GRAIN CO.**

Think O'Donnell when you think Grain—whether you buy, sell or consign

**HELPS GRAIN CO., T. D.**  
Wholesale Grain and Beans

**SCOTT-GEORGE GRAIN CO.**  
Wire us when you are in the market to buy or sell Wheat, Corn, Oats, Rye and Barley

**SUMMIT GRAIN & COAL CO., THE**  
Wheat, Corn, Oats, Rye and Barley. We always buy and sell

**WARWICK GRAIN COMPANY**  
Buyers and sellers of all kinds of Grain

**NOTE**—All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange, when dockage is not provided for in contract.

**THE A. McCLELLAND MERCANTILE, I. & R. CO., PUEBLO, COLO.**

We are Members of the Denver Grain Exchange

If you wish to buy or sell grain in carlots write us.

Pueblo is the Real City of Opportunity, Sunshine and Health.

## RECEIVERS, SHIPPERS AND BROKERS

**S. J. BROWN**

Grain Broker, Spokane, Wash.  
Accounts from reputable grain firms solicited.

**WILSON BROKERAGE CO.**

EXPORT FREIGHT BROKERS  
FORWARDING AGENTS  
BANK OF MOBILE BUILDING  
MOBILE - ALABAMA

**ALBERGOTTI BROS.**

MERCHANDISE BROKERS  
ROANOKE, VA.  
HAY, GRAIN, FEED AND FLOUR  
We Cover a Great Consuming Territory

Always in the market for  
CORN OATS WHEAT  
RYE BARLEY

Get our bids before selling  
**STOCKBRIDGE ELEVATOR CO.**  
JACKSON, MICH.

**L. E. SLICK**  
..Grain..

Call us for track bids  
Consignments Solicited  
Peoria -- Illinois -- Bloomington

**JAQUITH, PARKER, SMITH & CO.**  
708 Cham. of Com., BOSTON, MASS.

We buy all kinds of Grain and Mill Feed, Sample Feed Wheat, Barley, Milo, Kaffir Corn, etc., for  
**NEW ENGLAND AND EASTERN TRADE**  
Send Samples—Write Us



**Paul Kuhn & Co.**

Receivers and Shippers  
**GRAIN**  
Terre Haute and Evansville, Ind.

## CONFIRMATION BLANKS

Simple - Complete - Safe

The use of these confirmations makes for safer business. Spaces are provided for recording all essential conditions of each trade.

Fifty confirmations in triplicate, bound with pressboard and wire stitched, size 5½x8".

Order form No. 6 CB, Price 90 cts.

GRAIN DEALERS JOURNAL, 305 S. La Salle Street, CHICAGO

If you would avoid trade disputes, and differences and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign and send original and duplicate to customer. He signs one and returns the other.

This places the entire burden for any misunderstanding of your intentions upon the other party and protects you against the expensive misinterpretation of your trades.

**CUBA**

WE CAN SELL YOUR

**CORN, OATS**

and **OTHER GRAINS**

advantageously through-  
out the Island of Cuba.

**VALLE, DUPEIRE Y CIA**

Teniente Rey 11 HABANA, CUBA

## RECEIVERS, SHIPPERS AND BROKERS

**PERIN BROS.**CINCINNATI  
OHIO

WANT

**CORN**

**Cedar Rapids Grain Co.**  
RECEIVERS and SHIPPERS  
CEDAR RAPIDS, IOWA

**FEED MIXERS**  
Alfalfa Meal Reground Oat Feed  
Telegraph collect for delivered prices.  
**E. P. MUELLER**  
5 N. La Salle St. Chicago, Ill.

**MATTHEW D. BENZAQUIN**  
**GRAIN AND FEED**  
Brokerage and Commission  
DOMESTIC and EXPORT  
505 Chamber of Commerce. Boston, Mass.

**H. C. CARSON & CO.**  
WHEAT—CORN—OATS—RYE—BEANS  
1548 Penobscot Bldg., DETROIT  
"CONSIGN TO CARSON"

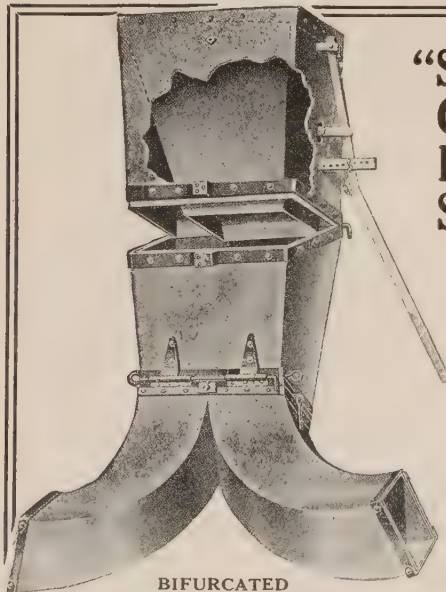
Solicit inquiries for Natural and Kiln  
Dried Corn, Country White Oats  
**E. A. GRUBBS GRAIN CO.**  
Greenville, Ohio

**E. I. BAILEY**  
CLEVELAND, OHIO  
Receiver and Shipper of  
**Corn, Oats, Mill Feed**  
Ask for Prices

**The Fort Worth Elevators Company**

FORT WORTH, TEXAS  
GRAIN, FEEDS, FIELD SEEDS AND PUBLIC STORAGE  
KAFIR, MILO MAIZE, FETERITA  
Wire or Write Us to Sell or Buy

CONSIGN  
**WHEAT - CORN - OATS**  
—TO—  
**DUMONT, ROBERTS & CO.**  
301-2 Cham. of Com., DETROIT  
"The top o' the market to you."



**"Standard"**  
**Car-**  
**Loading**  
**Spouts**

The spout illustrated is one of the best loading spouts on the market.

Where there is sufficient height to give velocity to the flow of grain, this spout will, when once set, load uniformly without change or attention of any kind.

BIFURCATED

Made to fit any size spout.

Write for prices for dependable, efficient and permanent steel or galvanized iron mill and elevator equipment. Get our quotations.

*Unexcelled Manufacturing Facilities*

**STANDARD STEEL WORKS**

Successors to The Ell-Kay Mfg. Co.

1726 Tracy

Kansas City, Mo.

AS PIONEERS in the manufacture of rubber belting for elevating and conveying grain, we feel that we are in better position than other manufacturers to cater to the needs of grain elevator owners. The world's largest grain elevator, many of the larger terminal elevators and scores of country houses use our Elevator Belting. It is warranted to run perfectly smooth and true on pulleys, and can be depended upon at all times to do the work required.

Belts punched accurately for buckets if desired. Estimates for elevator equipments cheerfully furnished.

**New York Belting & Packing Co.**

91-93 Chambers Street  
NEW YORK

124-126 W. Lake Street  
CHICAGO, ILL.

2d Ave. N. and 3d Street  
MINNEAPOLIS, MINN.

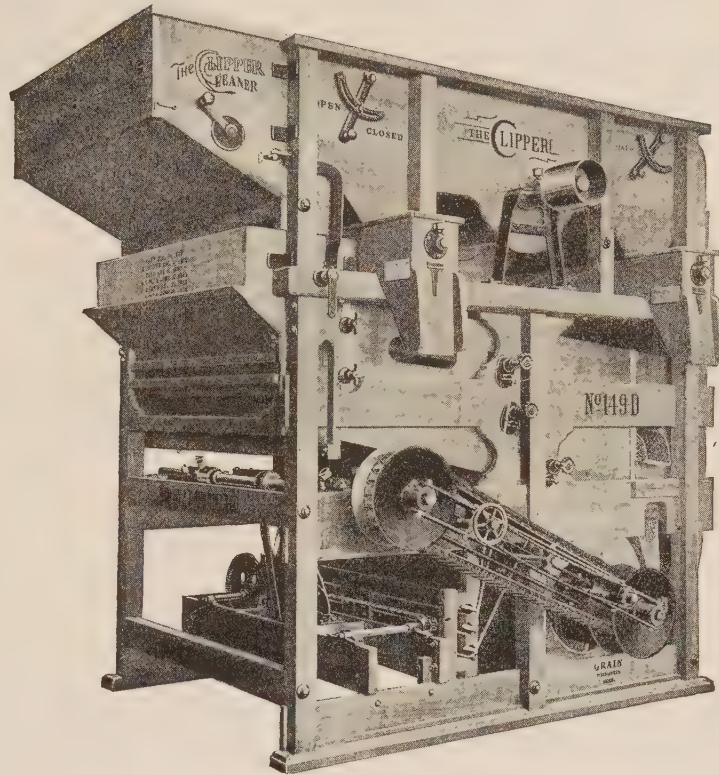
218-220 Chestnut Street  
ST. LOUIS, MO.

**ADVERTISING**

WELL PLACED IS YOUR BIG BUSINESS ASSET. A most direct, effective and economical way to reach the progressive grain dealer in your advertising is through THE GRAIN DEALERS JOURNAL.

# CLIPPER

## Double Suction Grain Cleaners No. 8-D and No. 149-D



Do you want to put new life into your grain business?

Do you want to improve your grades?

Do you want to reduce your dockage to the lowest point?

You can do all this by installing one of our Double Suction Grain Cleaners with Ball Bearing Fans, Traveling Screen Brushes and Variable Air Regulator.

The Clipper Cleaner is far past the experimental stage. Years of constant study and untiring effort and experiment have taught us how to increase the quality and efficiency of our Cleaners without greatly increasing the cost.

The model shown here has all the very latest improvements designed to give first class results and long service and its efficiency is unquestioned. Technically and mechanically it is second to no grain cleaner on the market today. This model is built in two sizes, No. 8-D and No. 149-D.

Why not place your order early and avoid expensive and annoying delays? Transportation is unusually slow and should be taken into consideration.

Shall we send catalog and price list?

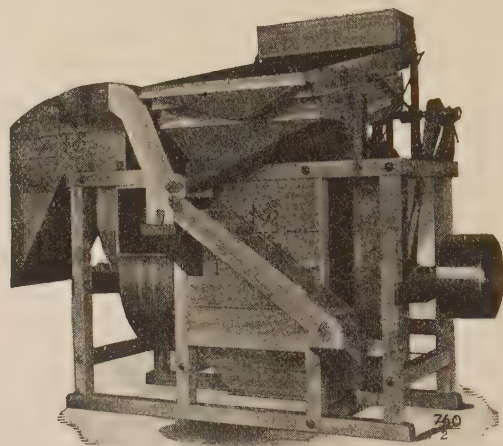
### A. T. FERRELL & CO.

Saginaw, W. S., Michigan

An Oat Clipper  
A Wheat Smutter  
and a screen and air cleaner  
for any grain

*Monitor*

*At the cost of one machine,  
we make it possible for you to  
get a several-purpose cleaner.*



ITS WORK IS SO GOOD THAT ANY HOUSE  
WILL BE BENEFITED BY ITS INSTALLATION

**Huntley Manufacturing Co.**

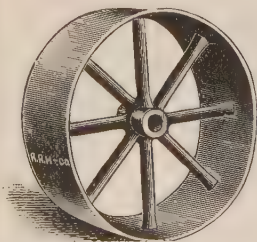
Canadian Plant  
Huntley Mfg. Co., Ltd.  
Tillsonburg, Ont.

Silver Creek, N. Y.

## ELEVATOR MACHINERY

QUICK SHIPMENTS DIRECT FROM THE MANUFACTURER

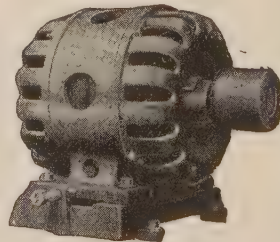
Whatever the emergency, we can furnish you with anything you need promptly and satisfactorily. We have a complete stock of high grade mill and elevator machinery and supplies and our prices are right.



Pulleys  
Belting  
Elevator Buckets  
Grain Spouts  
Boots and Heads  
Man Lifts  
Gas and Oil Engines  
Electric Motors

Spiral Conveyors  
Shafting  
Car Movers  
Power Grain Shovels  
Wagon and Truck Dumps  
Corn Shellers  
Scales  
Sprocket Wheels

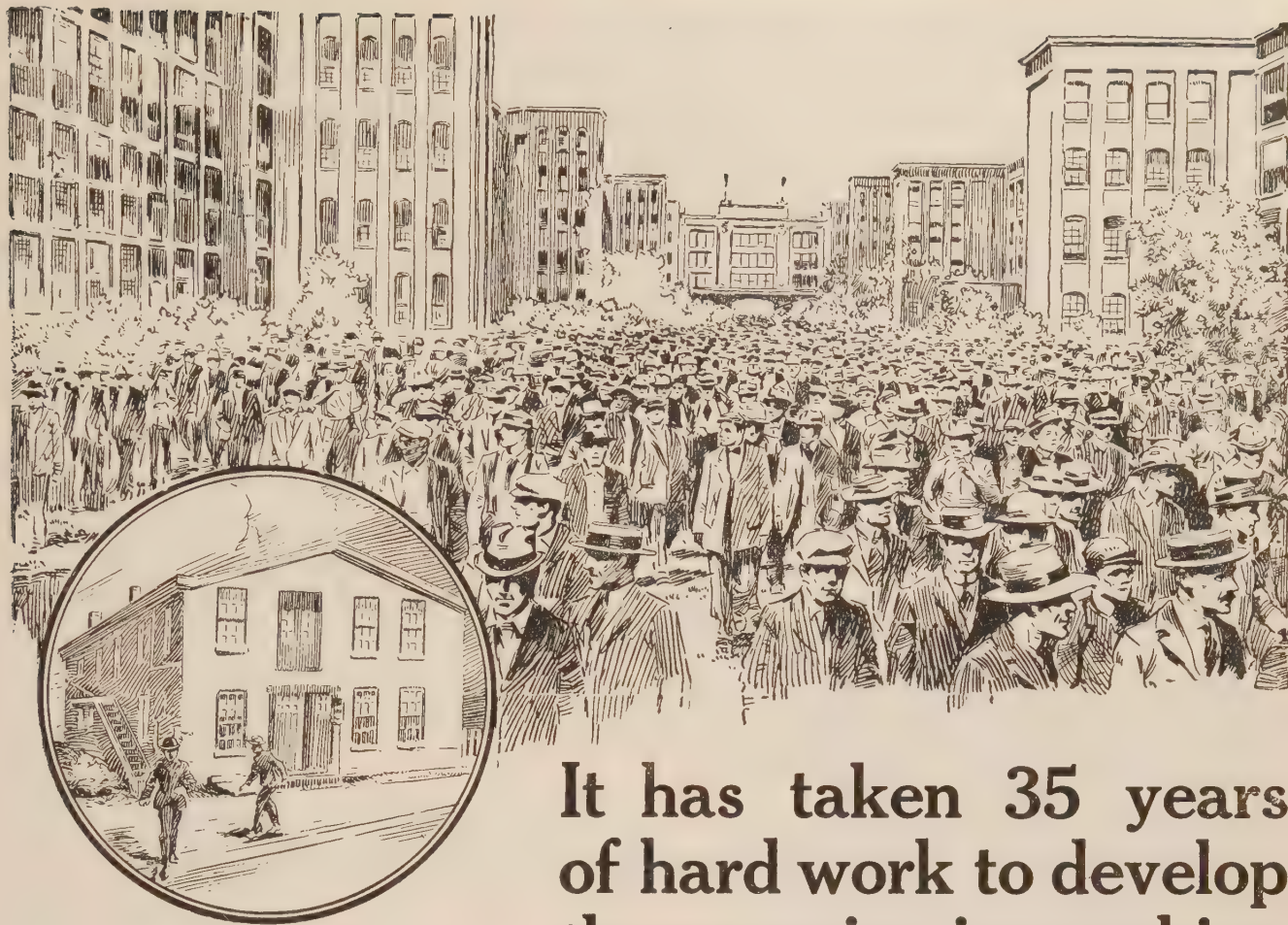
Chain Belt  
Rope Sheaves  
Transmission Rope  
Friction Clutches  
Lifting Jacks  
Brooms  
Car Liners  
Coal Handling Supplies



## HOWELL ROLLER FEED MILLS

Our new 1920 Catalog will be mailed on request, together with manufacturer's discount sheet. Write for your copy today. In the meantime, send us your orders for your present needs.

**R-R-HOWELL & CO.**  
MINNEAPOLIS MINN.



## It has taken 35 years of hard work to develop the organization making National Cash Registers

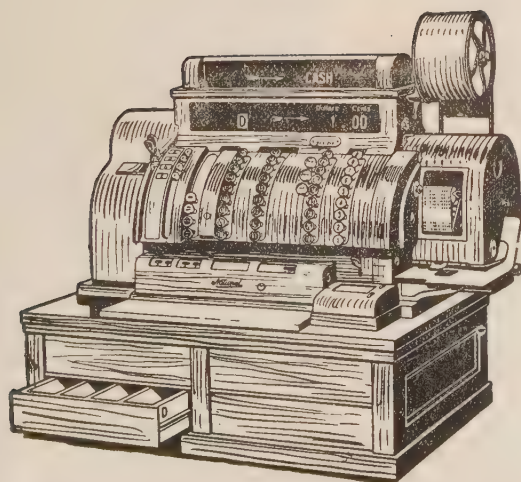
**S**TARTING with two employees in one little room, The National Cash Register Company now has a making organization of over 7,000 people working in 21 big buildings.

It has taken 35 years to develop this tremendous organization.

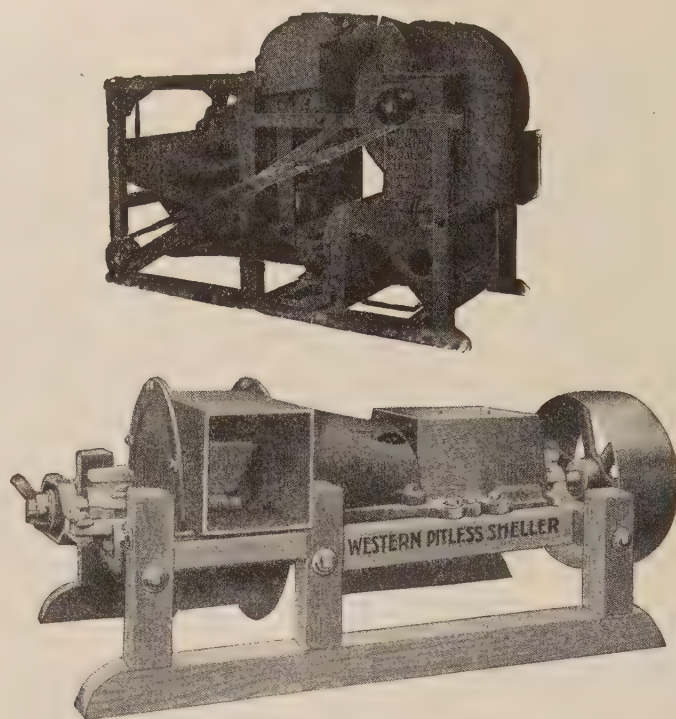
Many obstacles had to be overcome in those years. Money, time, and energy were thrown into the enterprise by large-visioned men who believed that cash registers were a necessity in stores of all kinds.

Slowly, but surely the business grew. Building after building sprang up to house the expanding organization.

The National Cash Register factory of today is the result. It is built on a foundation of faith in the cash register as a business necessity. It is dedicated to the making of a labor-saving machine that helps merchants, clerks, and customers.



The National Cash Register Company  
Dayton, Ohio  
Offices in all the principal cities of the world



## ELEVATOR MACHINERY

The "Western Line" comprises everything needed to make an Elevator efficient and successful. We manufacture all necessary equipment, and anticipate fully the requirements of the trade. If your plant is fitted with "Western" machinery there is little fear of difficulty, but whenever things go wrong this is the house to supply you. We employ a large force of expert engineers and have spent a lifetime studying the needs of Elevator requirements. All our facilities are at your disposal.

Forty years of continuous service and satisfaction have given the "Western" line a reputation for reliability and performance that to us is as good as a copyright. Whenever equipment is wanted in a hurry we are at our best, and if you've the slightest idea of remodeling or repairing, get in touch with us at once. You should have our new catalog for quick references, and always think "Western" when in need of any elevator equipment.

### UNION IRON WORKS, Decatur, Ill.

## *Ever Watch an Approaching Storm*

and wonder between lightning strokes whether your elevator, the highest point in town, would be the next?

Study the fire losses compiled by the Grain Dealers National Fire Insurance Co.—

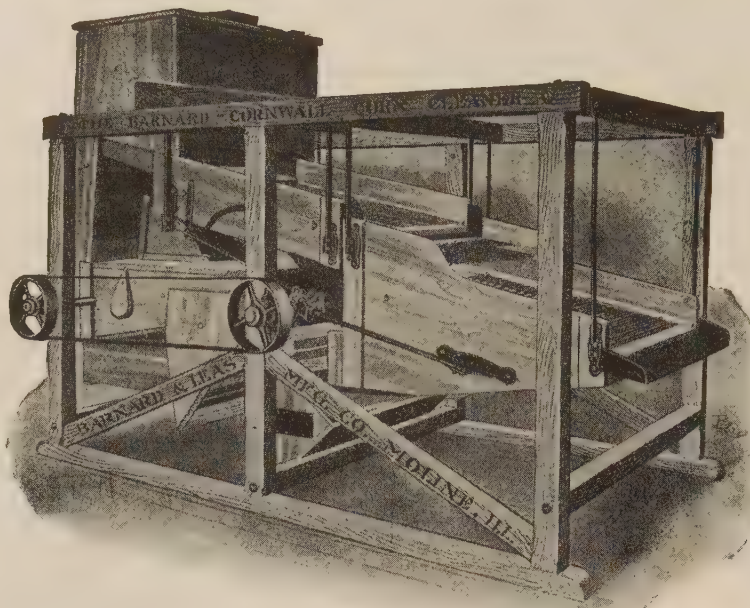
Lightning . . . . .	27%
Outside Exposure . . .	10%
Locomotive Sparks . . .	12%
Other causes . . . . .	51%

*A total of 49% of 881 fires last year could have been prevented by siding and roofing with Rust-resisting **American Ingot Iron**, properly grounded.*



The American Rolling Mill Co.  
Middletown, Ohio





***The Barnard-Cornwall Corn Cleaner was  
the FIRST shaker corn cleaner built***

It now has many imitators all over the country, but they all lack the one essential feature—patent finger sieve—that has given the Barnard-Cornwall corn cleaner its great popularity.

The patent finger sieve is the only form of sieve that will remove the small cob ends and pieces of cob always present in corn cleaned by other machines and do it without clogging.

The Barnard-Cornwall corn cleaner removes all chaff, silks, husks, pieces of cob, cob ends, shrunken grains and light, broken pieces of corn, leaving the corn clean. The machine is dustless, light running and durable, never clogs, saves the screenings for feed, cleans the corn thoroughly in one operation, and is in every respect the ideal machine for cleaning corn.

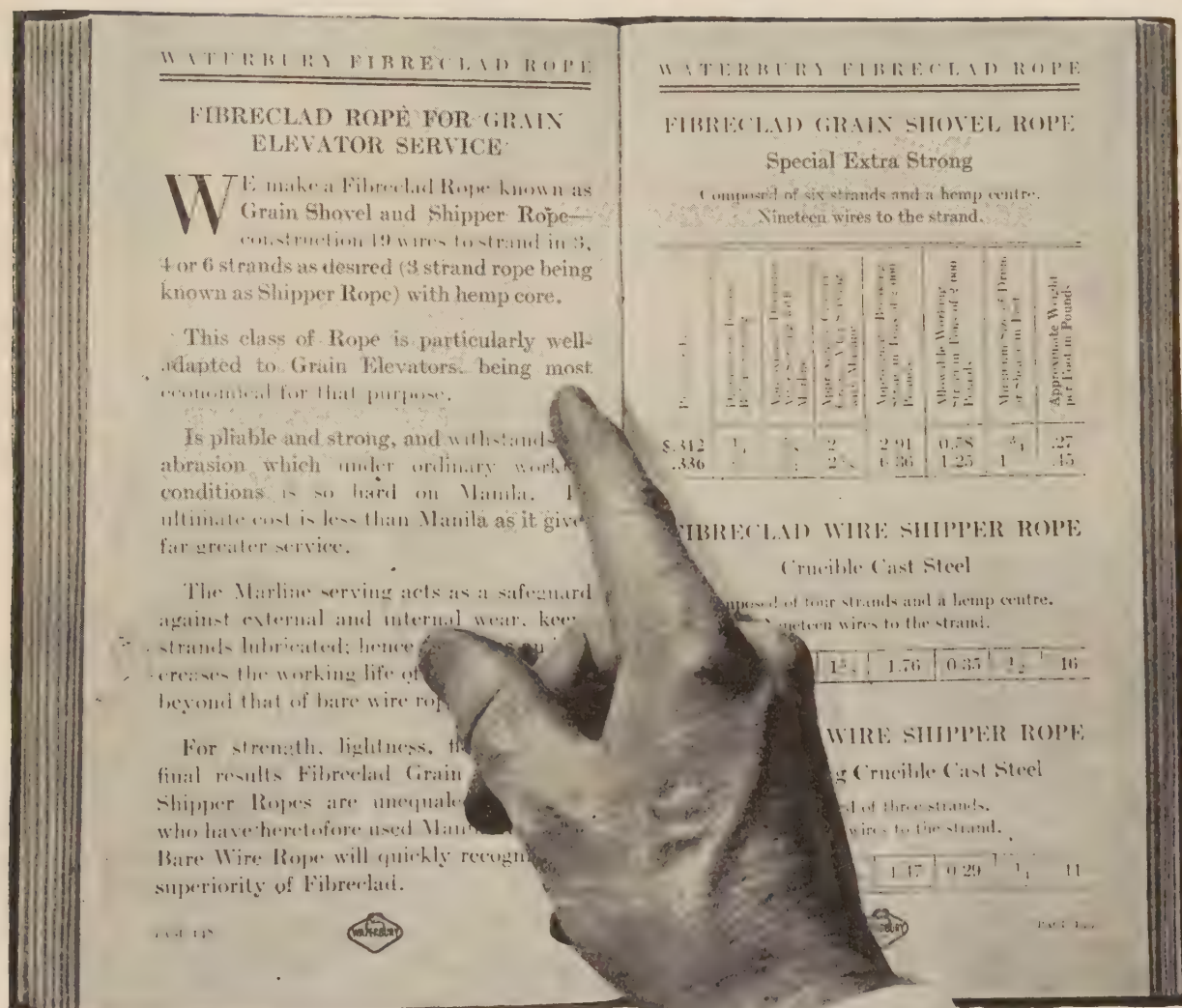
*Write today for Bulletin No. 16-A for Prices and Full Details*

**Barnard & Leas Manufacturing Co.**

*"Builders of High Grade Mill and Elevator Machinery Since 1860"*

**MOLINE, ILLINOIS, U. S. A.**

# WATERBURY



## Fibreclad rope for severe climates

Waterbury rope—wire, fibre or special construction—has the advantage of Waterbury quality in Waterbury material and Waterbury workmanship. But each Waterbury rope also has its own particular advantages for certain uses or conditions.

If climatic conditions are an additional hardship in your rope service, Waterbury Fibreclad Rope (wire rope each strand of which is served with tarred marline) will prove superior to either Manila or bare wire rope under heavy duty.

Waterbury Fibreclad has the greater strength of wire rope, with the advantage of a manila surface, yet unlike Manila, Fibreclad is unaffected by atmosphere changes. It will not stretch in dry weather nor contract in wet weather; nor will it swell, jam or ice up in freezing weather. For climatic extremes it surpasses any other rope.

## WATERBURY COMPANY

63 PARK ROW, NEW YORK

CHICAGO.....1315-1321 West Congress St.  
SAN FRANCISCO.....151-161 Main St.  
NEW ORLEANS.....1018 Maison Blanche Bldg.  
DALLAS, TEXAS.....A. T. Powell & Co.

The Waterbury Rope Handbook has all the "dope" on this and every other kind of rope. A copy is yours for the asking.

2364-W

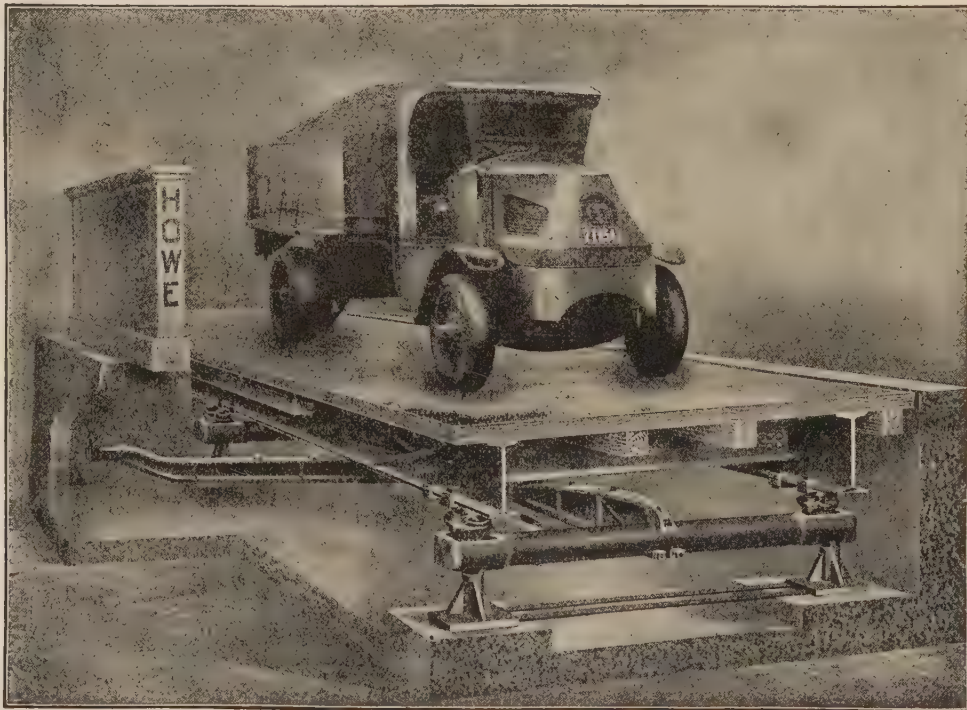
WATERBURY

# Howe Auto Truck Scales with Ball Bearing Platform

The large increase in the use of Auto Trucks throughout the country has created an enormous demand for Auto truck scales.

If you *buy and sell by weight* you want the best weighing device made. The HOWE will answer this description. The 1920 demand will be greater than the supply. *Get your order in early.*

H  
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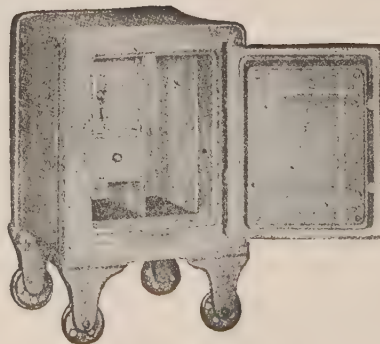
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Spiral Conveyor

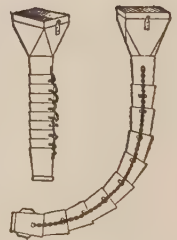


Flexible Spout Holder



Fire Proof Safes

Flexible  
Loading  
Spouts



All Styles Buckets

We carry large stocks of Pulleys, Belting, Sprockets, Transmission Rope, etc., for prompt shipment. When in need write us.

**American Supply & Machinery Co., Omaha, Nebraska**

# HEADS ALL HERDS

## In Iowa Cow Testing Associations

The Quaker Oats Company,  
Chicago, Ill.

McGregor, Iowa,  
Jan. 30, 1920

Gentlemen: — I am pleased to state that we have used SCHUMACHER FEED quite extensively in growing and developing our herd.

It is a great aid in promoting heavy production of milk and butter fat. We appreciate it much because of its perfect balance which makes it a safe feed to use in large quantities when feeding for heavy production.

We have fed SCHUMACHER FEED with excellent results to hogs and horses as well as to the Dairy Herd.

Yours very truly,

R. G. KINSLEY.

**Note:** { R. G. Kinsley's Herd has been making the best record in the McGregor Cow Testing Association, which for several months has been leading all Testing Associations in Iowa, having the best ten highest producing cows.



## The Feed that is Best for the Big Dairymen

is *best* for every farmer in your locality that keeps cows, Mr. Feed Dealer. There never was a better time than *now* to push Feed Sales—never a better time to get *new* customers for your store.

With present high feed costs, farmers and dairymen everywhere are giving more thought to their dairy rations—looking for the feed that brings them biggest returns on their investment.

*Your opportunity* is in showing to the farmers and dairymen of your community that in

## SCHUMACHER FEED AND BIG "Q" DAIRY RATION

will be found the truly economical and result producing feeds. Both east and west wherever dairy cows are fed, Schumacher Feed and Big "Q" have proven to be the feeds that give bigger returns in added milk profits and improved health conditions.

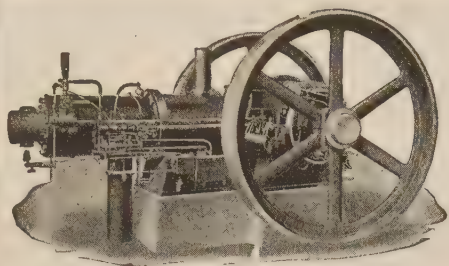
Let the farmers and stockmen of your community know this fact—urge them to give these feeds a trial—the results are sure to prove very gratifying to your customers and you will profit by largely increased sales.

If you are not handling these feeds now, you are overlooking the biggest asset to a successful feed business—better write or wire for particulars of how we help our dealers get the bulk of all feed business in their locality.

**The Quaker Oats Company**

Address: Chicago, U. S. A.





## Real Power—

the kind that you can depend upon at all times is the kind of power you want. And you want this kind of power as cheap as you can get it. The MUNCIE OIL Engine for many years has been giving satisfactory service in hundreds of country elevators. It should be in yours. Here are a few

### Reasons Why

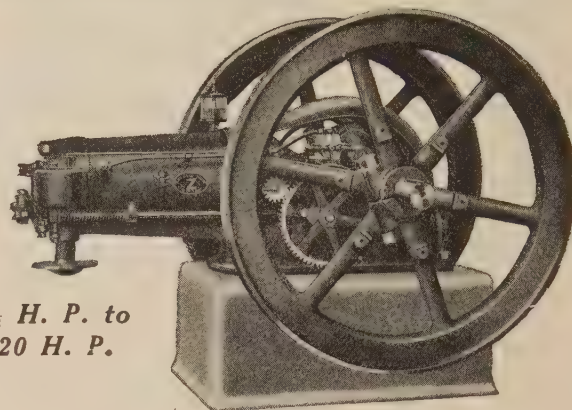
Lower Fuel Cost	Steadier Power
Closer Regulation	Greater Reliability
No Shut-downs	Fewer Repairs
More Power	Lower Upkeep

*Write for proof of facts.*

**MUNCIE OIL ENGINE CO.**

518 JACKSON STREET

MUNCIE, IND.



1½ H. P. to  
20 H. P.

## "Z" Engine Power Keeps Your Grain Moving

For driving elevator and milling equipment the "Z" engine with throttling governor and Bosch High Tension Oscillating Magneto can be depended upon to produce unfailing power with little attention. Your grain will move steadily—no fear of expensive break-downs or delays.



**Fairbanks, Morse & Co.**  
MANUFACTURERS CHICAGO

Engines — Motors — Scales — Light Plants — Feed Grinders, Etc.

**O**UR MOTTO for over twenty-five years has been **SAFETY FIRST**. During these years we have equipped thousands of elevators with dust collecting systems to



prevent explosions, and no dust explosion or loss of a single life has occurred in one of them.

Your liability attaches if you don't protect your elevator and workers.

FOR CATALOGUE, WRITE

**THE DAY COMPANY**  
Minneapolis, Minn.

### OUR IMPROVED

## Railroad Claim Book

requires little of your time for filing, and contains spaces for all the necessary information in the order which assures prompt attention on the part of the claim agent. It increases and hastens your returns by helping you to prove your claims and by helping the claim agent to justify payment.

These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon. You tear out the original to send to the claim agent, and the carbon copy remains in the book, as a record of your claim.

A is for Loss of Weight in Transit Claims.

B—Loss in Market Value Due to Delay in Transit.

C—Loss in Quality Due to Delay in Transit.

D—Loss in Market Value Due to Delay in Furnishing Cars.

E—Overcharge in Freight or Weight.

Forms A, B, C, D and E are well bound in three books, as follows:

411-A contains 100 sets all Form A.	Price, \$2.00
411-E contains 100 sets all Form E.	Price, \$2.00
411-5 contains 60 sets Form A, 10 Form B, 10 Form C, 10 Form D and 10 Form E.	Price \$2.00.

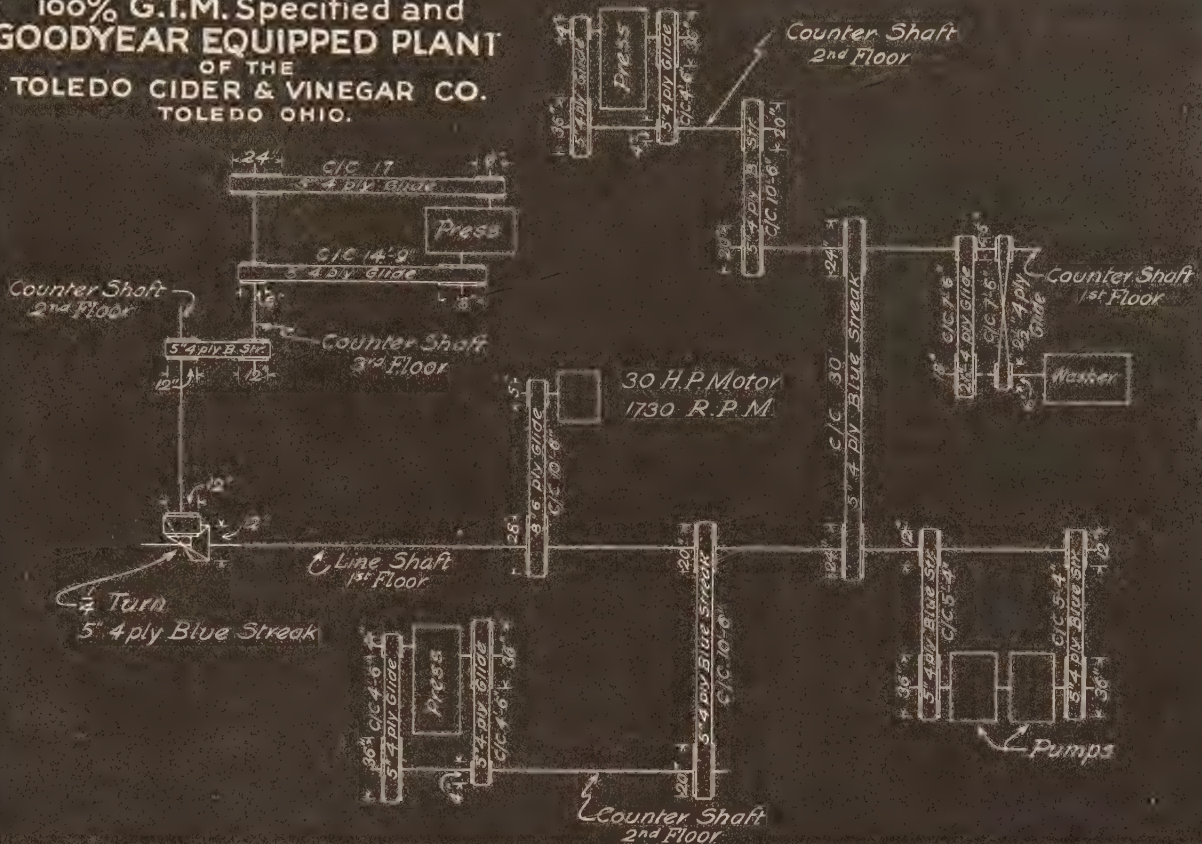
Send all orders to

**GRAIN DEALERS JOURNAL**

305 South La Salle Street

CHICAGO, ILL.

100% G.T.M. Specified and  
GOODYEAR EQUIPPED PLANT  
OF THE  
TOLEDO CIDER & VINEGAR CO.  
TOLEDO OHIO.



Copyright 1920, by The Goodyear Tire & Rubber Co.

## 100% Goodyear-Equipped—and the G. T. M.

A growing conviction that the Goodyear analysis plan gave promise of ending their continual troubles with belts led The Toledo Cider & Vinegar Company to have a single drive studied by a G. T. M.—Goodyear Technical Man—and his recommendation for a belt given the benefit of a trial.

The G. T. M. did not say offhand, "Put on a Goodyear Belt." He studied the actual conditions under which the belt must operate. He figured pulley dimensions, center-to-center distances, operating speed required. He noted that a belt to be successful in this plant must resist the action of vinegar acid. In a word, he went to work on the principle that a belt is an integral part of the plant's production line.

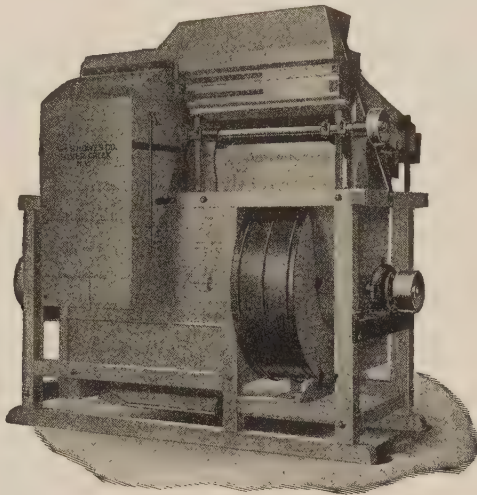
The results from the Goodyear Belt applied after this study made their own argument for an extension of the analysis to the entire plant. The G. T. M.-specified Goodyear Belt held the pulleys, where other belts—bought on the basis of taking whatever the jobber happened to have in stock—slipped, and lost power, and tied up units in troubles and delays that cost money.

100% Goodyear-equipped today—this is the result of expert study followed by the service that Goodyear Belts specified to their work always yield. On the press drives there are Goodyear Glide Belts. On the main-to-counter-shaft transmission, and on pumping duty, are 5-inch, 4-ply Goodyear Blue Streak Belts—heavy, flexible, and enduring. In line with the same principle of every unit's relation to the work of the whole plant, the G. T. M. specified 5-ply Goodyear Monterey Acid Hose for the conveying of the product pressed out under the action of the power carried by the belts. At the end of a full season's run, the Goodyear equipment shows practically no wear.

Single drive or entire plant, the G. T. M. looks at any problem put up to him in the light of its relation to profitable production. And the Goodyear Belt he recommends is chosen first for its ability to perform its part unfailingly, trouble-free, over a long period of economical service. The G. T. M.'s services are at your, and your plant superintendent's command, without charge. Your profit and satisfaction from G. T. M.-specified Goodyear Belts assure our return.

BELTING • PACKING HOSE • VALVES  
**GOODYEAR**

Five of these giant machines are in operation in one house, clipping daily more oats than are consumed in two average size cities in a week.



*Ask someone who owns one!*

THE thing the owner of a "Eureka" admires most in his machine is its Constancy. He knows that he can always depend upon it to do satisfactory cleaning. It gives him Constancy in performance, and he gives it back Constancy in friendship. Thus do the manufacturer's sales grow by one owner recommending the "Eureka" to another.



**"EUREKA"**



## OAT CLIPPERS

have distinguished themselves over a long period of years in the hands of men who insist that things must move with clock-like regularity, and who judge equipment by its ability to do good work 365 days a year.

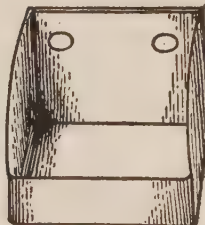
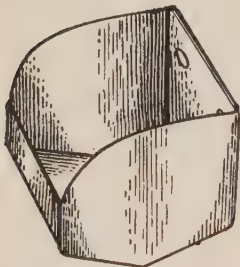
MAY WE SEND YOU COPY OF OUR NEW BOOK (No. 75)?

**S. HOWES COMPANY, Inc.**  
SILVER CREEK, N. Y.

### REPRESENTATIVES

William Watson, 415 Western Union Bldg., Chicago, Ill.  
J. E. Gambrill, 749 E. Church Street, Marion, Ohio  
J. Q. Smythe, 3951 Broadway, Indianapolis, Ind.  
F. E. Dorsey, 4015 Prospect Avenue, Kansas City, Mo.  
Chas. A. Barnard, 416 Lewis Bldg., Portland, Ore.

## "D P" SUPERIOR CUPS



### —the High Capacity, High Speed Cup

"D P" Superior elevator cups are not in the experimental stage; the actual performance of these cups is nothing short of remarkable. The combination of high speed, larger contents and reduced distance between cups results in a capacity four to five times that of ordinary cups of the same dimensions.

### Results Obtained

Perfect discharge at indicated low or high speed.  
A speed three times the ordinary.  
Contents 25 to 40% more than ordinary cups.  
Distance between cups reduced materially.  
Higher speed, reducing size of equipment and eliminating gears,—reduction of power consumed and initial cost.

Responsible concerns can try this cup at our risk! Write us!

**MOLINE**  
**MILL**  
**MANFG. CO.**  
**SUPERIOR**  
**MILL**  
**MACHINERY**  
MOLINE, ILLINOIS, U.S.A.

## WHAT DO YOU NEED?

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

Account Books	Gravity Cleaner
Attrition Mill	Herringbone Reduction Gears
Bag Closing Machine	Lightning Rods
Bags and Burlap	Manlift
Bearings { Ball	Moisture Testers
{ Roller	Oat Bleachers and Purifiers
Belting	Oat Clipper
Boots	Painting or Repairing
Buckets	Portable Elevator
Car Liners	Power { Gas Engine
Car Loader	{ Kerosene Engine
Car Mover	{ Motors
Car Puller	Power Shovel
Car Seals	Renewable Fuse
Cleaner	Rolls for Cracking Corn
Clover Huller	Sample Envelopes
Coal Conveyor	Scales
Conveying Machinery	Scarifying Machine
Distributor	Self Contained Flour Mill
Dockage Tester	Separator
Dump { Auto Truck	Sheller
{ Wagon	Sieves
Dump Controller	Stding-Roofing { Asbestos
Dust Collector	{ Steel
Elevator Leg	Silent Chain Drive
Elevator Paint	Spouting
Feed Mill	Storage Tanks
Fire Barrels	Testing Apparatus
Grain Driers	Transmission Machinery
Grain Tables	Transmission Rope

or anything used in a grain elevator.

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

## INFORMATION BURO

Grain Dealers Journal, 305 So. La Salle St., Chicago



## *Grainster Conveyor and Elevator Belts*

Grainster is the result of the combined experience of five factories in building grain belts—the factories that built the first belts ever made for handling grain.

Take advantage of this company's experience and facilities by allowing our representatives to recommend the right Grainster belt for your work.

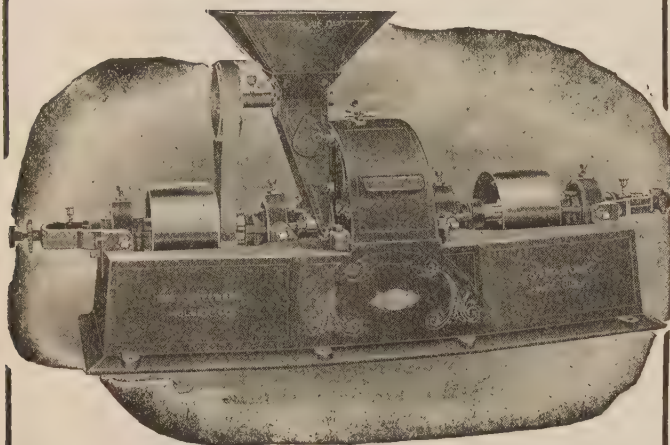
Grainster Conveyor Belts are made with rubber cover and Grainster Elevator Belts with friction surface to meet every requirement of grain elevator work.

## **United States Rubber Company**

*The World's Largest and Most Experienced  
Manufacturer of Mechanical Rubber Goods*



## You Cannot Judge A Mill by the Advertised Description



If you are interested to know why our "HALSTEAD" has larger capacity; does better work with less power, at about one-half upkeep expense, and original cost of Mill from 40% to 60% less than other makes, write us for catalogue.

**THE ENGELBERG HULLER CO.**  
831 W. Fayette Street SYRACUSE, N. Y.

## TRACTORS—IMPLEMENTS

If you sell these lines you should have the leading and oldest paper in this field, established 1882.

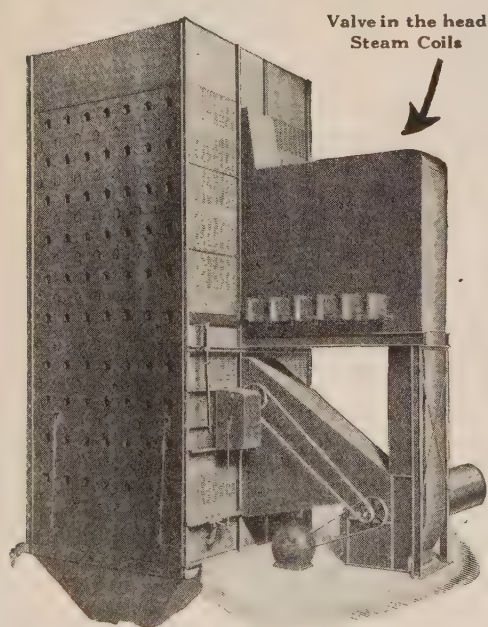
To subscribers we furnish a valuable service for locating and handling repair parts.

Paper is published weekly at \$2 for 52 issues.

Write on your letter head for free sample and repair information.

**FARM IMPLEMENT NEWS**  
THE TRACTOR AND TRUCK REVIEW  
157 N. STATE ST. CHICAGO

# MORRIS GRAIN DRIERS



"MORRIS DRIED SAME AS SUN DRIED"

**BE PREPARED  
BUY AN AUTOMATIC MORRIS**

You will use it every year.

**AUTOMATIC and SELF CONTAINED**

Requiring no special Building Construction. The Automatic feature eliminates an attendant. This is the simplest, most positive and uniform drier made. Write for detailed information and you will BUY A MORRIS if you buy a Drier.

**We Also Offer a Complete Line of  
Direct Heat Driers**

**THE STRONG-SCOTT MFG. COMPANY**

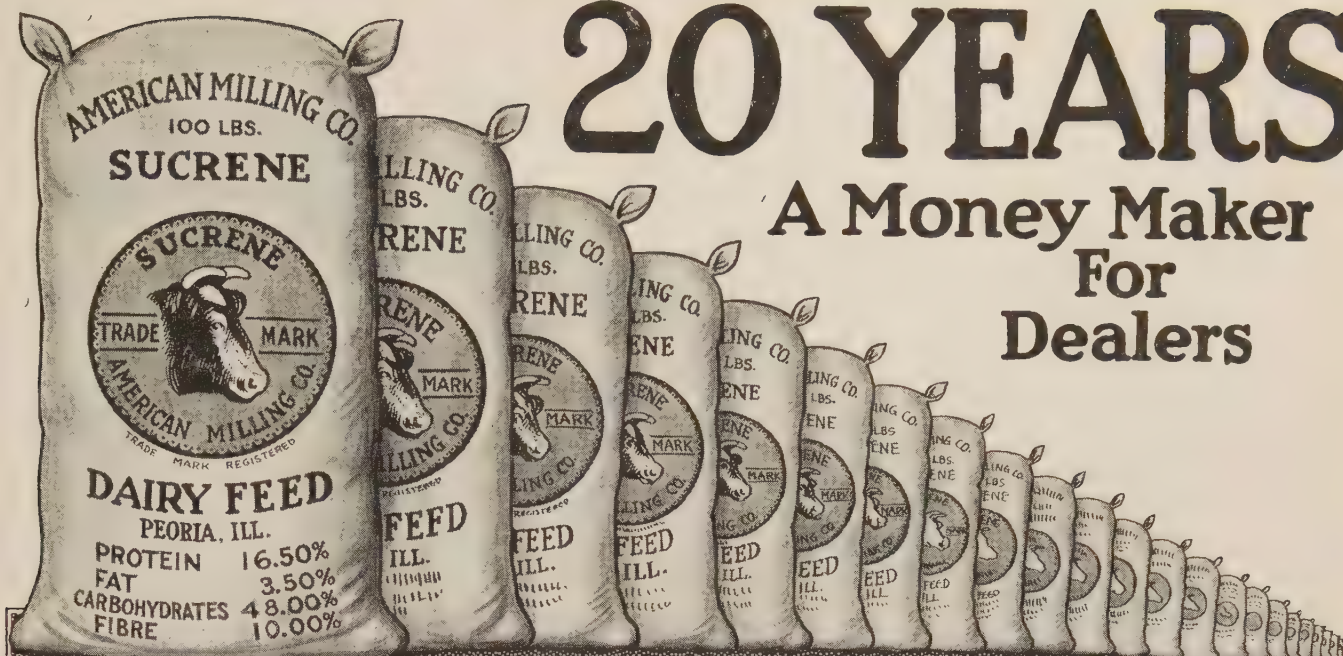
"Everything for Every Mill and Elevator"

GREAT FALLS

SPOKANE

MINNEAPOLIS

WINNIPEG



# 20 YEARS

## A Money Maker For Dealers

# SUCRENE FEEDS

20 YEARS—20 REASONS why Sucrene Feeds should be your logical choice for feed handling profits.

Each succeeding year has added new triumphs to Sucrene Feeds. Constant demands on the part of the feeder have inspired the dealer to keep well stocked on Sucrene products, and as a result enormous sales have followed.

Your strongest basis for sales, next to the peculiarly favorable conditions in the feeding world, are the

### Remarkable Feeding Records

which stock raisers, dairymen and poultry men have made in recent years with

**Sucrene Dairy Feed**  
**Sucrene Hog Meal**  
**Sucrene Calf Meal**

**Sucrene Horse Feed with Alfalfa**  
**Sucrene Poultry Mash with Buttermilk**  
**Sucrene Scratch Feeds**

Sucrene Feeds have always been advertised in a big way. The demand for them is greater than ever, and our new mill at Peoria enables us to meet it. We are having a big run, especially on the entire line of Sucrene Scratch Feeds for poultry, which offers an attractive business opportunity right now.

*Let us have your order at once for a supply that will enable you to take care of the business that's waiting for you.*

**AMERICAN MILLING COMPANY**  
**Main Office and Mills: PEORIA, ILL.**

Branch Offices: Philadelphia, Pa., 205 The Bourse  
Boston, Mass., 85 Broad Street, Boston 9.  
Cleveland, Ohio, 419 Sloan Bldg.

"The best thing about your Sucrene Dairy Feed is that it satisfies the dairymen, as every bag we put out is a repeater."  
—E. C. Everett, Marysville, Ky.

"For many years we have handled your Sucrene Dairy Feed. We consider it one of the best and most economical feeds on the market, always up to the guarantee."—S. S. Dixon, Toledo, Ohio

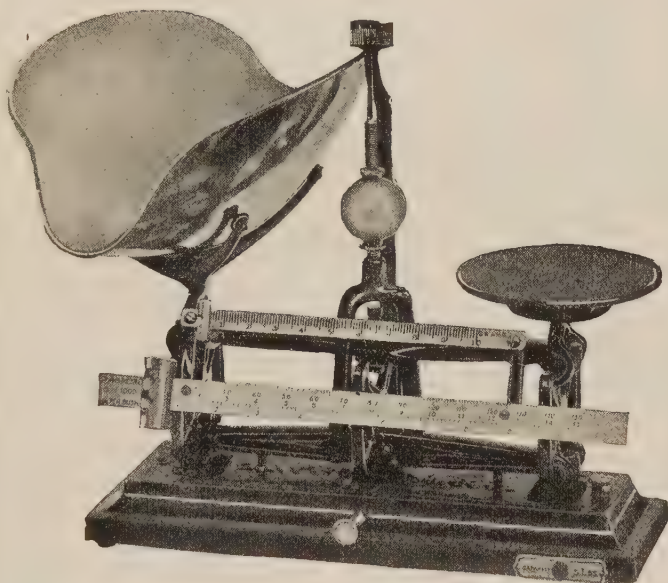
"I have tested almost all commercial feeds offered to corn belt swine growers. I found your feed to be the very highest quality, with growing power on young stock to develop them into the most perfect specimens I have ever seen."  
—E. C. Stone, Secy., American Hampshire Swine Record Assn.

"We have sold Sucrene Feeds for several years and take pleasure in advising that our customers are perfectly satisfied with your products. As evidence we enclose order for another carload. We can especially recommend your Sucrene Hog Meal."—Canal Elevator Co., Peru, Ind.

"Since we commenced to handle your Scratch and Chick Feeds, we have largely increased our poultry feed sales; and at present rate will handle 50 cars of this feed this year. The cleanliness and uniform quality of these feeds appeal to our trade."—The James McCoy Co., Peoria, Ill.

# A New Scale for Grain Grading

*Designed in accordance with the suggestions of and supplied to the U. S. Department of Agriculture*



For quick and accurate determinations.

**Weight for moisture test.**

**Dockage :** 0 to 15% by 1/10% per 1,000 grams (1 kg).

**Weight per bushel:** 0 to 70 lbs. per bushel by 1/10 lb., using 1 quart dry measure.

**Percentage of damaged kernels,** foreign material other than dockage, etc.

CIRCULAR ON REQUEST

## THE TORSION BALANCE COMPANY

MAIN OFFICE: 92 Reade Street, New York City  
FACTORY: 147-153 Eighth Street, Jersey City, N. J.  
BRANCH: 31 W. Lake Street, Chicago, Illinois.  
BRANCH: 49 California Street, San Francisco, Cal.

### NOW Is The Time to Make Sure of Your Season's Supply Of

# Ankorite

STEEL FENCE POSTS

The tremendous demand for Ankorite Steel Drive Posts from our established dealers makes it impossible for us to promise immediate shipment on new orders. We are doing our utmost to meet the situation, but even our tremendous facilities are being severely taxed.

But you still have time to get a supply of Ankorite Posts for the best part of the selling season.—IF YOU WILL LET US KNOW YOUR REQUIREMENTS AT ONCE.

The fencing season is almost at hand. Farmers want Ankorite Steel Drive Posts, and they want to buy them from you if you have them in stock. But

they can't afford to wait—if you can't supply them with Ankorites they'll seek them elsewhere or look for a substitute.

We have a tremendously effective sales plan that is helping Ankorite dealers sell posts as they never sold them before. Write for 24-page Prospectus and details of exclusive sales proposition.

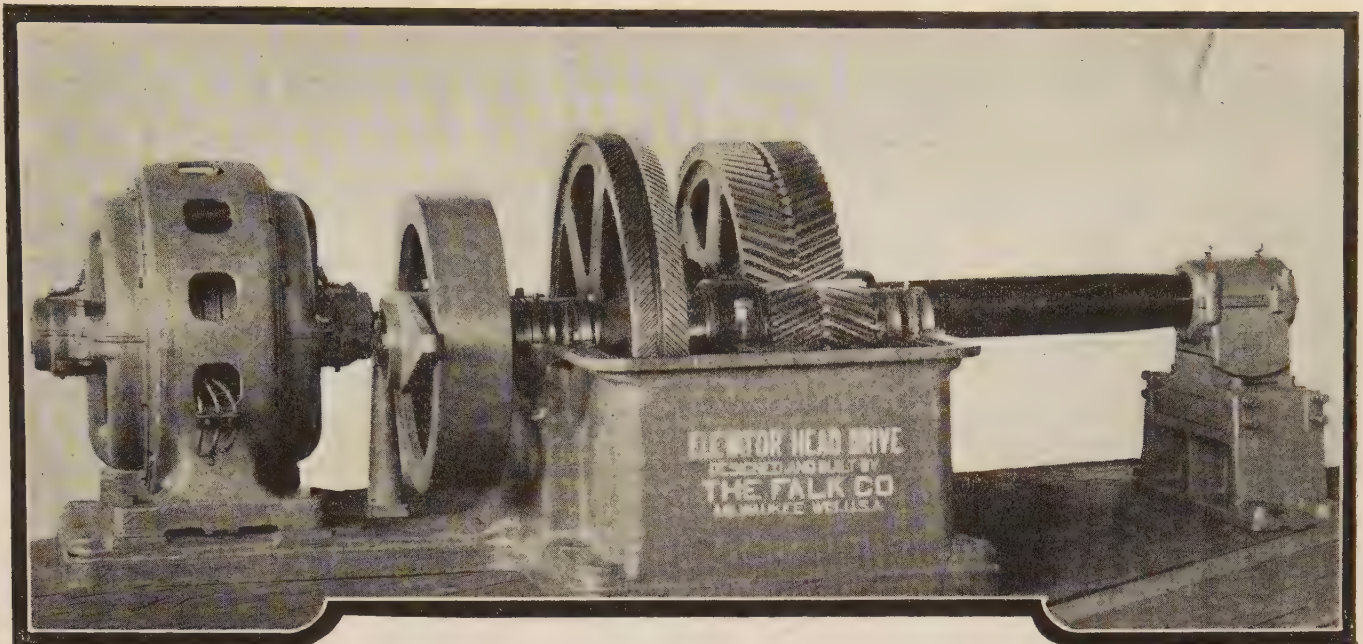
But above all—GET THE POSTS!

**To Ankorite Dealers:** If the supply of posts which you have ordered is not sufficient to meet your entire season's demand, by all means place your order at once for your additional requirements, so you may be absolutely sure of having the posts when you need them. This is merely for your protection and to avoid the possibility of disappointment on belated orders.

**Two Sturdy Ankorite Types—Angle Post and "T" Post. Be Sure to State Which Type Is Wanted.**

**Calumet Steel Co., 208 S. La Salle St., Dept. 9, Chicago**





## Ready for the World's Most Modern Elevator

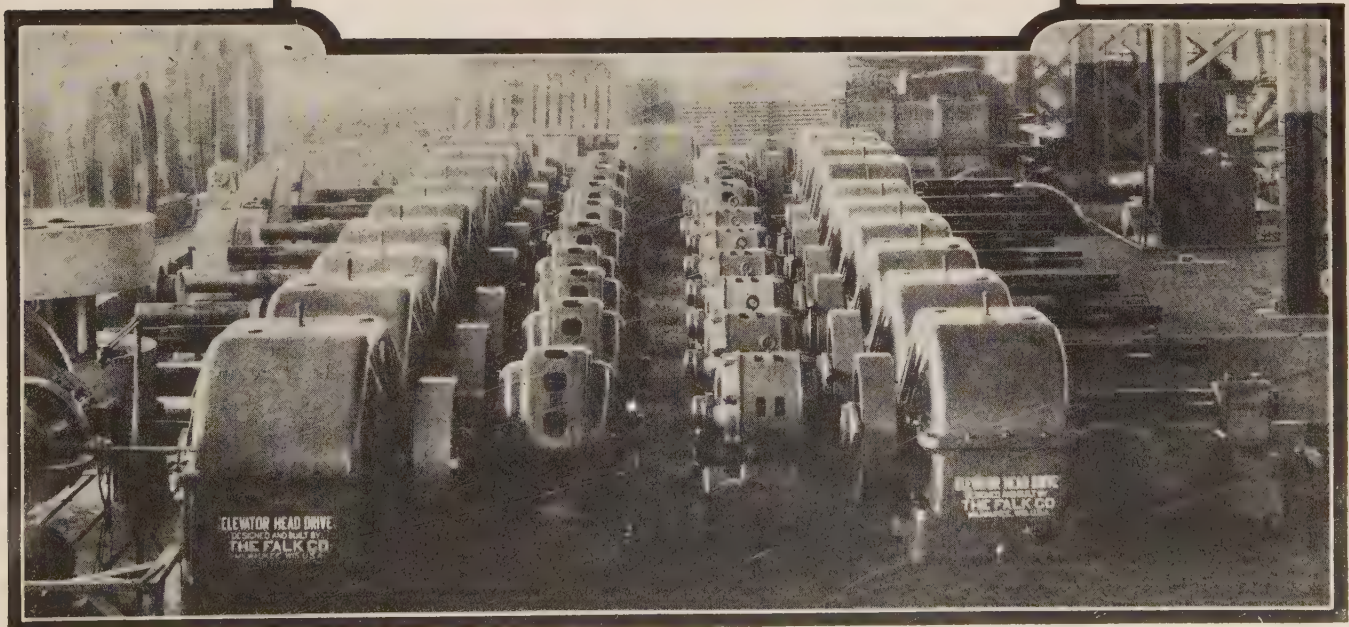
The Northern Central Elevator of 5,000,000 bus. capacity now being built by the James Stewart & Co., at Canton, Baltimore, Md., is designed to be the most efficient Grain handling plant ever built.

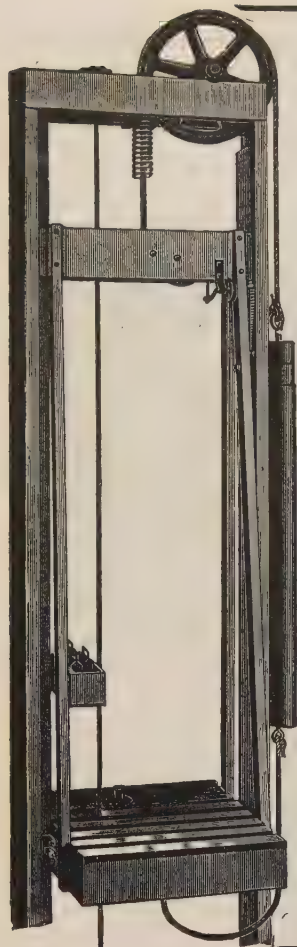
Elevator legs will be equipped with 100 and 150 h. p. motors having a speed of about 800 R.P.M. In order to reduce this speed to about 30 R.P.M., the speed of the head pulley, The Falk Co. designed herringbone reduction gears for all 19 legs.

Owing to the high efficiency and the saving in power consumption in these gears being so highly satisfactory, the James Stewart Co. have decided to use them on all drives requiring the necessary speed reduction.

### THE FALK CO.

Milwaukee, Wisconsin





## HOW MANY TRIPS

to the top of your elevator do you make in the course of a year? Make an estimate, and then figure the amount of time and energy you are wasting if your house is not fitted with an easily and cheaply operated manlift.

## The CONSTANT SAFETY MANLIFT

will eliminate this waste—and it will make the elevator and the elevator operator more efficient in every way. It is the easiest and cheapest operated manlift on the market, and the safest as well. The sheave over which the rope operates is fitted with ball bearings; the brakes are adjustable and positive in their action, and they work independently of each other. All material is carefully selected for the work it is to perform.

*A manlift reduces the insurance rate.*

Ask for our catalog of elevator machinery.

**B. S. CONSTANT MFG. CO.**

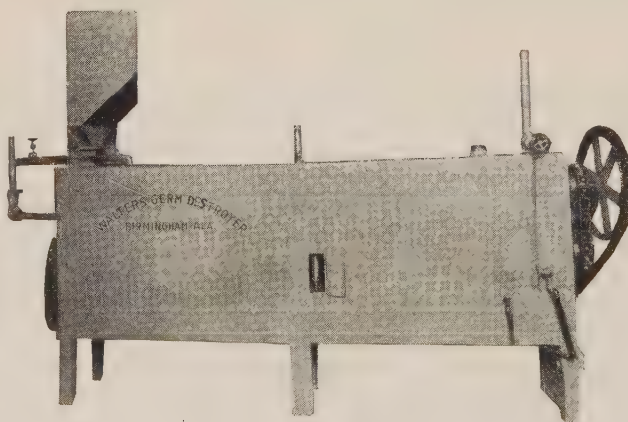
**BLOOMINGTON, ILL.**

## —for Destroying Weevil

**A machine for which the grain trade has been waiting, one that kills the weevil and germ without increasing fire hazard**

### CONSTRUCTION

The construction of the machine is steel and sheet iron thruout. The grain is fed from a hopper above and passes thru three conveyor housings and out the lower right hand end. The plant is motor-driven and steam is used to secure the heat for making the process. It stands 5 ft. 2 inches from floor to top, and 11 ft. 6 inches in length.



### OPERATION

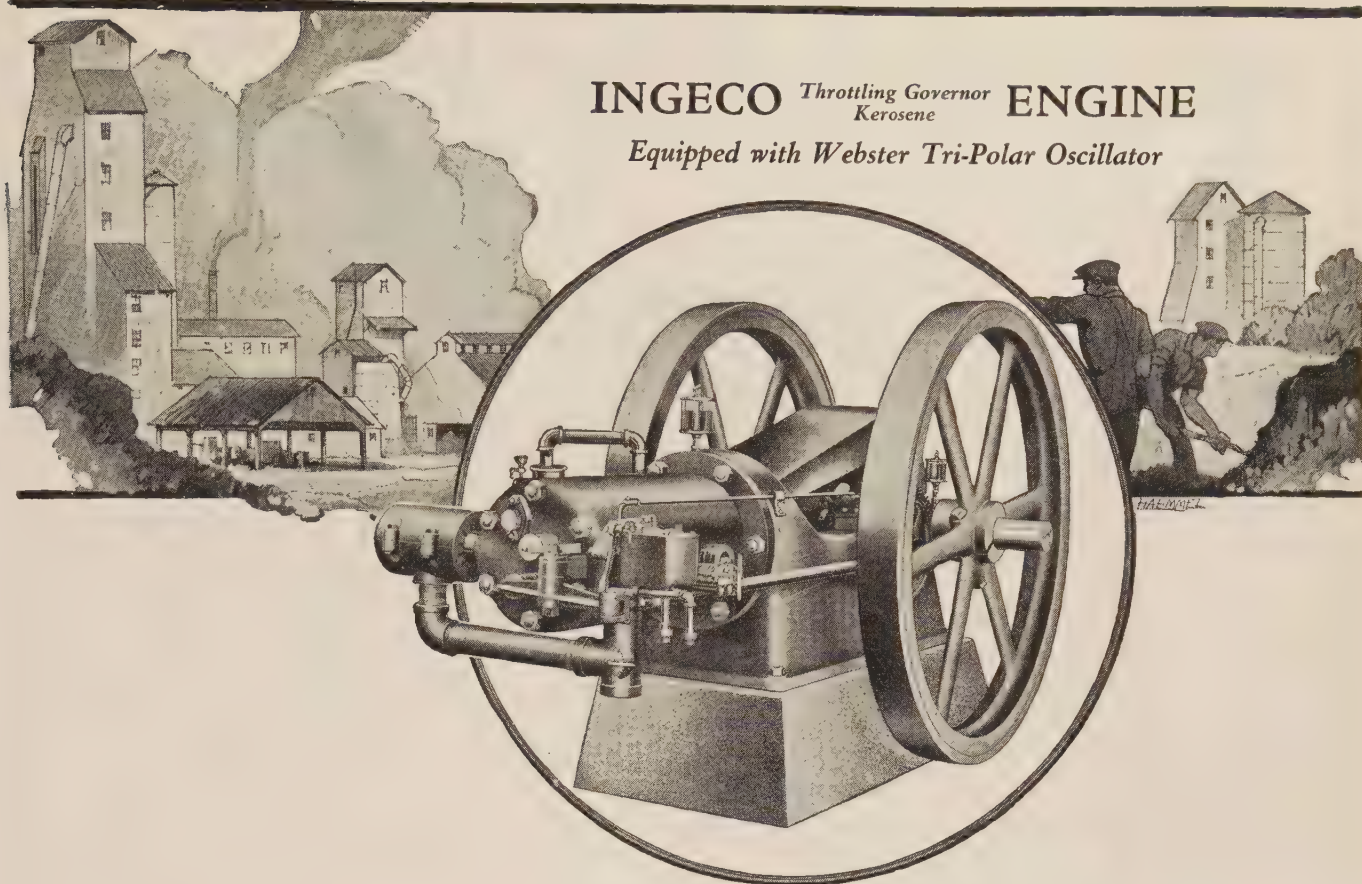
The operation consists of three motor-driven screw conveyors which are fed from hopper in upper left hand corner. A breath of steam is allowed to come in contact with the grain as it enters the first conveyor housing. The temperature, regulated to suit, from 155° to 160° does the work of killing the weevil and germs. Little motor power is required to run the machine and a 45-lb. steam boiler is sufficient to supply the heat required.

MANUFACTURED BY

**James Walters' Germ Destroyer Co.**

2009 MORRIS AVENUE

BIRMINGHAM, ALABAMA



## INGECO *Throttling Governor Kerosene* ENGINE

*Equipped with Webster Tri-Polar Oscillator*

# For Grain Elevator Service

FROM cylinder-head to flywheel—from intake to exhaust—Ingeco Throttling Governor Kerosene Engines represent the latest in design, best in raw materials, most careful in workmanship. They're rugged and strong—quick-starting—maintain uniform speed under varying loads. Pronounced by many large grain elevator concerns as the "gas engine masterpiece."

Ingeco Engines are reliable and dependable—economical in fuel consumption and upkeep—deliver full-rated power on a gallon of kerosene and cheap fuels as on a gallon of gasoline. There's a size to fit your grain elevator needs, from 10 to 125 h. p. Remember, Ingeco Engines are built and backed by the big Worthington institution—an institution nationally known for the quality of its products.

*Write for Bulletin AA which fully describes the Ingeco Throttling Governor Kerosene Engine—the grain elevator profit-maker every working day in the year. Address:*

**WORTHINGTON PUMP AND MACHINERY CORPORATION**

309 Holthoff Place, Cudahy, Wis. (Suburb of Milwaukee)

*Executive Offices: 115 Broadway, New York City*

# THE NEW RICHARDSON

SELF OPERATING—SELF ADJUSTING—SELF COMPENSATING AUTOMATIC GRAIN SCALE  
is ready for prompt delivery

Rather unusual for immediate deliveries to be made on anything these days. But WE mean what we say. IF YOU ORDER WITHIN THE NEXT THIRTY DAYS, your RICHARDSON SCALE will be shipped at once. We cannot promise such prompt delivery on orders reaching us after MAY 1ST. WE ARE PREPARED TO MAKE IMMEDIATE DELIVERIES TO BUYERS WHO CAN FORESEE THEIR REQUIREMENTS and place their orders now.

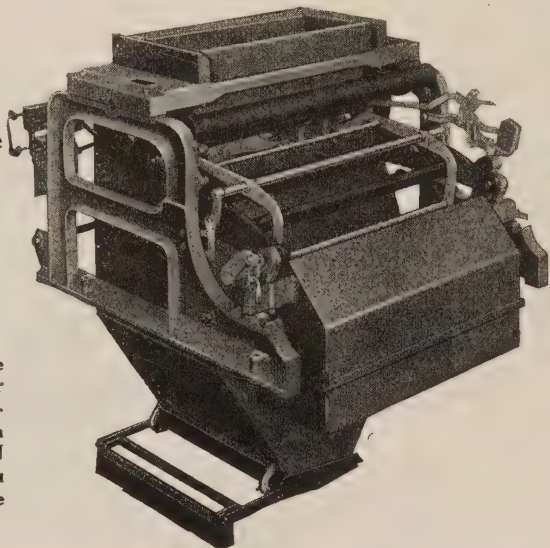
## WAREHOUSE STOCKS

at

CHICAGO, 209 S. State  
Mpls., 122 Corn Exch.  
Omaha, Keeline Bld.  
Wichita, Kansas  
Passaic, N. J.

## INSTRUCTIONS

Act just as though you were going to sell a car of Wheat or Corn. Call your phone operator, and get a connection with the nearest RICHARDSON branch. Tell them what you want, and you will get it, blame quick.



The

## NEW RICHARDSON

is the only FULL Automatic. It is NOT semi-automatic.

RICHARDSON AUTOMATIC SCALES are built to conform to the scale specifications adopted by the INTERSTATE COMMERCE COMMISSION January 13th, 1920, Docket No. 9009.

SELF OPERATING  
SELF ADJUSTING  
SELF COMPENSATING  
TYPE REGISTERING  
CHOKE PROOF  
RUST PROOF  
FOOL PROOF

## RICHARDSON SCALE COMPANY

CHICAGO OMAHA MINNEAPOLIS WICHITA PASSAIC, N. J. MEMPHIS ATLANTA

## DOCKAGE TESTER

Adopted by  
U. S. GOVERNMENT

Present conditions demand accuracy in testing grain—your profits depend upon your tester. Don't take chances with experiments or guess.

## THE EMERSON

is no experiment. It is used by all officials who must test times and under all

## NEW KICKER

used by all grain men have accuracy at all conditions.

10,000  
KICKERS

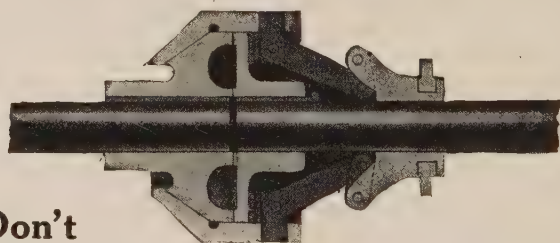
are now in use—the Government uses over 100—Line, Independent and Farmers Elevators all over find the Emerson dependable and a sure enough arbiter between seller and buyer on any dockage dispute.

Write for pamphlet and particulars.

Emerson Mfg. Co.  
2819 Lyndale Ave. So.  
Minneapolis, Minn.  
Winnipeg, Can.



Can Be  
Furnished  
with Motor Drive



Don't  
Say Clutch  
Say **PEERLESS**

The PEERLESS Clutch a radically, differently constructed device for this purpose, was designed and proven to have more area of friction surface, less parts, simpler and perfect adjustment, greater stability and longer life. It is constructed entirely of metal of our own formulas and is so mechanically, perfectly assembled that proper lubrication reaches all friction surface. For high speeds and heavy duty we bronze line all friction surfaces in addition to the bronze bush sleeve, which is our standard equipment. The arrangement of links and levers is such that Clutch cannot be accidentally engaged or disengaged.

WRITE FOR DESCRIPTIVE CATALOGUE AND PRICES.

We carry a complete stock of Elevating, Conveying and Power Transmitting Machinery for Grain Elevators, Flour Mills, etc. We are also prepared to design complete Elevators and earnestly solicit your inquiries.

**Essmuller Mill Furnishing Co.**

1216-24 SOUTH 8th ST.

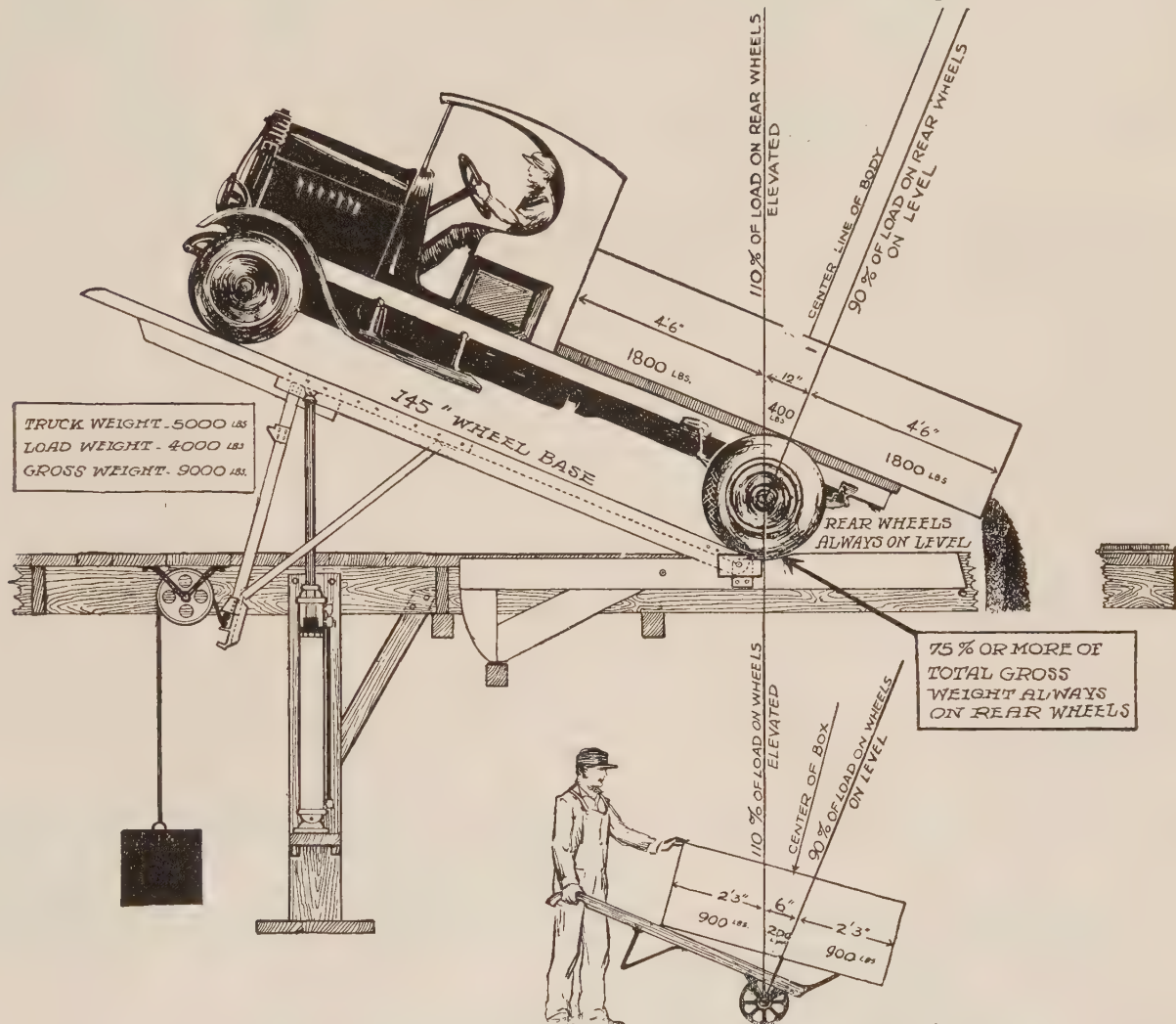
ST. LOUIS, MO.

See Our Exhibit At Cincinnati  
Music Hall - June 1-2-3-4

# MOFFITT

## AUTOMATIC

*"America's Foremost Truck Dump"*



No Power Expense

No Upkeep Expense

No Danger of Accidents

No Loss of Time

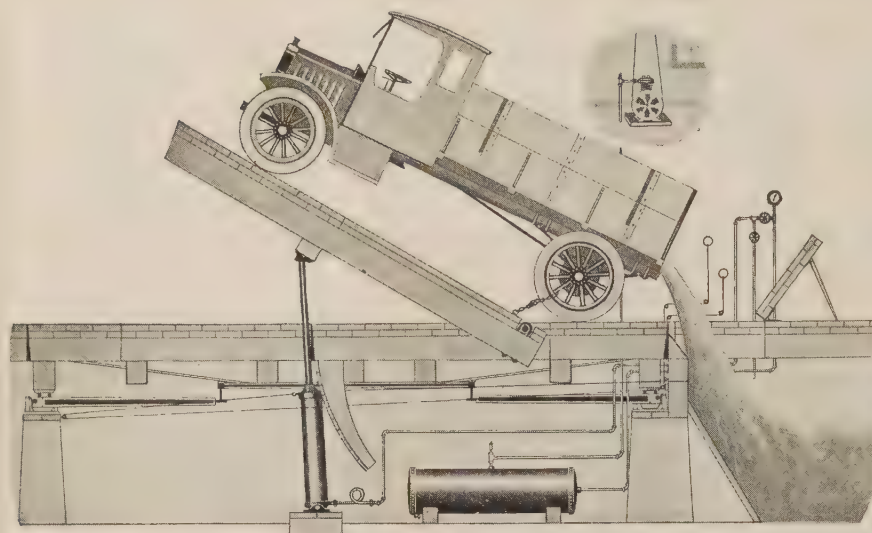
Operates smoothly, easily, rapidly and accurately

**Automatic Truck Dump Company, Manufacturers**

502 Grain Exchange Building,

Omaha, Nebraska

Information of Value to Elevator Owners will be Mailed Free on Request — Write To-day



## Globe Combination Auto Truck & Wagon Dump

**SIMPLE - RELIABLE - PRACTICAL**  
(SPENCER PATENTS FEB. 1919)

No other dump has the Tilting Power Cylinder, our patented feature, that makes possible the operation of "the dump within a dump" or the "two-in-one" idea. This eliminates the added cost of "extra platform" and increased installation charges necessary with other dumps.

When the GLOBE COMBINATION AUTO TRUCK AND WAGON DUMP is installed independent of scale, it is only necessary to sink a narrow pit and build a small base for the Tilting Power Cylinder. Others are compelled to dig pits, 2 or 3 feet in depth, as large as the square platform used, and when two such dumps are used in series, so both wagons and trucks can be dumped, just twice the excavation is necessary.

You can readily see how easily and how economically the GLOBE COMBINATION TRUCK AND WAGON DUMP can be installed in connection with a scale—simply a slight deepening in the center of the scale pit to accommodate the foundation for the Tilting Power Cylinder—a few minutes' work, rather than digging out from one-third to half the area of the scale pit bottom, as is necessary in installing most other truck dumps. This dump operates perfectly and is installed easily in connection with any type, size or make of scale or independent of scale.

The incline or "Jack Knife" type of platform, comprises really two platforms, one within the other, both being pivoted on a hollow shaft at the entering end. This is consid-

ered the very best engineering practice as it raises the front wheels in a manner similar to driving a wedge under them and at the same time forms a rigid support because the timbers are firmly secured at one end—not shaky or binding, as would be the case if the platform were lifted straight upward and had corner guides.

A feature much appreciated by elevator operators and farmers is the absolute safety of the Globe Combination Auto Truck and Wagon Dump. It is under positive control of the operator of the air valves, both in raising and lowering. The wagon section is so constructed as to permit of a horse guard; no horse can possibly back into opening as dump is raised. We have overlooked nothing in making the GLOBE COMBINATION AUTO TRUCK AND WAGON DUMP absolutely safe. Our safety chains, instantly adjustable to the rear wheel of any truck or wagon or to the rear runner of a sled, are positive assurance against any accident—you can hold the load with the brakes but if the brakes fail, you have nothing to fear if you slip on the chains.

The air tank is equipped with a blow-off valve which eliminates any chance of overcharging.

A pet cock is inserted in one end of tank to enable draining of the slight condensation which always takes place when air is compressed.

**Globe** Manufactured by  
**Machinery and Supply Co.**  
**Des Moines, Ia.**

**EAGLE "MIKADO"**



**PENCIL No. 174**



Regular Length, 7 inches

For Sale at your Dealer.

Conceded to be the Finest Pencil made for general use.

Made in five grades

**EAGLE PENCIL COMPANY, NEW YORK**

### Cover's Dust Protector

Rubber Protector, \$2.00

Sent postpaid on receipt price; or on trial to responsible parties. Has automatic valve and fine sponge.

**H. S. COVER**  
Box 404 South Bend, Ind.

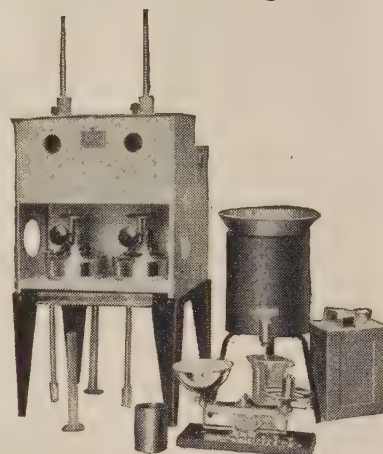


### A Tester Wants a Job

in your plant. These clutches will save you money power, time and trouble. Investigate today. A card brings our Free Booklet.

Decatur Foundry, Furnace & Machine Co., Dept. L. OFCATUR, INDIANA

## Test Your NEW CORN With this Testing Outfit



Price complete as shown above \$38.25

We have this specially low price on this Two Compartment Flint-Brown-Duvel Testing Outfit, alcohol heated and including "Even Beam" testing scale. Electric heated slightly higher. Also 1, 4 and 6 compartment sizes.

Get our new free catalog

Testing Sieves, Scales, Grain Triers, Etc.

**DE ROO GRAIN LABORATORIES**  
FLINT, MICH.



## Paint That Saves Most Money

Dixon's Silica-Graphite Paint is the LONGEST SERVICE paint. That is to say, it lasts twice as long as cheap paints thus saving in labor and material. It is the most water-repellent paint known.

## DIXON'S Silica Graphite PAINT

is made in First Quality only. It has a reputation of over Fifty Years. Recommended and widely used for metal and wood surfaces.

Write for Booklet No. 15-B and long service records.

Made in JERSEY CITY, N. J., by the  
**JOSEPH DIXON CRUCIBLE COMPANY**

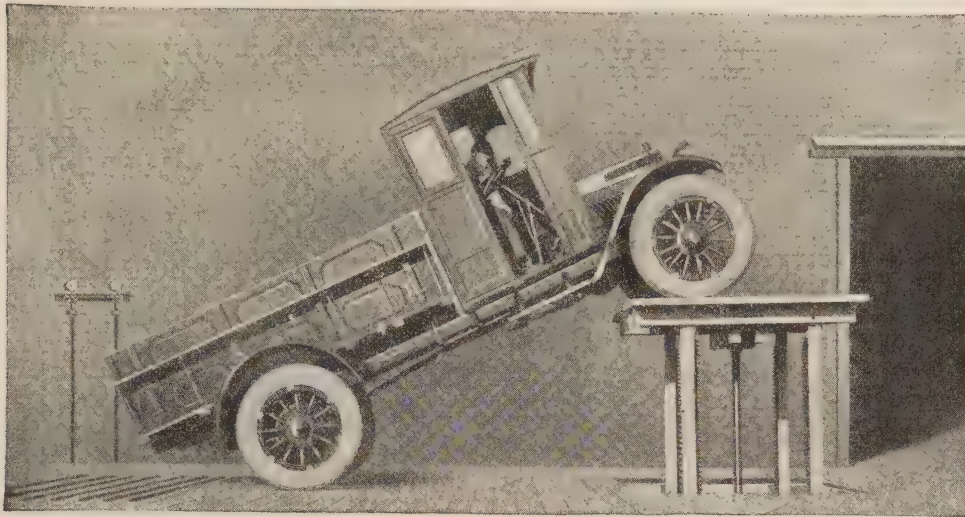
**DIXON** ESTABLISHED 1827 **DIXON**

## I Am the Man You Want

I can fill that position you have open—fill it perfectly, to your satisfaction. Tell me where to find you in a

**Grain Dealers Journal**  
Want Ad.

Insist Upon the *Only* Dump Made on Sound Mechanical Principles



# TRAPP DUMPS

*Safe*

*Reliable*

*Speedy*

*Economical*

No inclines and therefore no danger of truck backing up and smashing the housing on the rear axle or tearing box off running gear. No hooks or chains to fasten to wheels of truck to prevent backing and therefore no danger of damage to truck or dump if truck drives off without this blocking being released. No inclines up which to drive and therefore no danger of damage if truck misses the inclines or drives over the end of the inclines. No unsightly irons in the floor of your driveway to injure the horses feet. Can be installed in any size, type or make of scale

YOUR TRAPP TRUCK DUMP IS READY FOR YOU—WRITE TODAY FOR PRICES

## TRAPP-GOHR-DONOVAN CO.

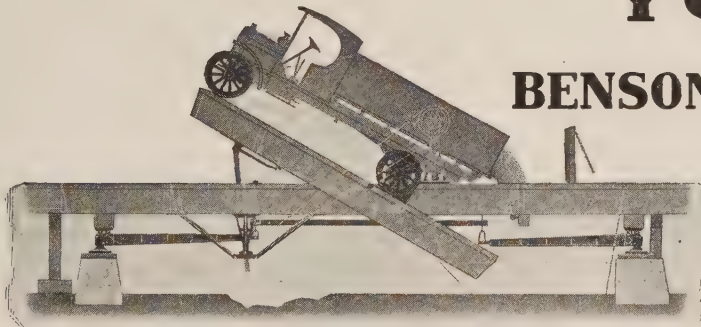
1125-27-29 North 22nd Street

OMAHA, NEBR.

Approved by Leading Elevator Builders, Insurance Underwriters, Fire Prevention Bureau

# YOU NEED A

## BENSON AUTO TRUCK DUMP



The most successful combined Truck and Wagon Dump made.

HAND OPERATED  
NO COMPLICATED MECHANISM  
NO POWER CONNECTIONS

Works more easily for either Trucks or Wagons than any old style wagon dump.

**Grain Dealers Supply Co.**

MINNEAPOLIS

General Agents

MINN.

## Grain Receiving LEDGER

A book designed for use by Grain Buyers who keep individual accounts with farmer patrons. Is ruled for facts regarding wagon loads received. Its column headings being: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit and Remarks.

Each of its 204 pages of linen ledger paper, size, 8 $\frac{1}{4}$ x13 $\frac{3}{4}$  inches, is ruled for 42 wagon loads and numbered. Each page may be used for one or more accounts as desired. A marginal index is bound in front. Bound in cloth with leather back and corners. Order Form 43.

Price, \$3.00

**Grain Dealers Journal**

305 So. La Salle St., CHICAGO, ILL.



## THE ONLY SANE, SAFE THING

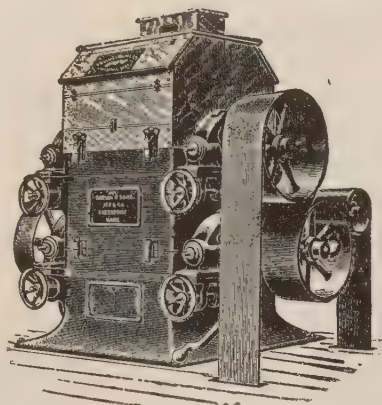
to do is to install an All Metal  
Fire Proof

Knickerbocker "1905" Cyclone

## DUST COLLECTOR

**The Knickerbocker Co.,**

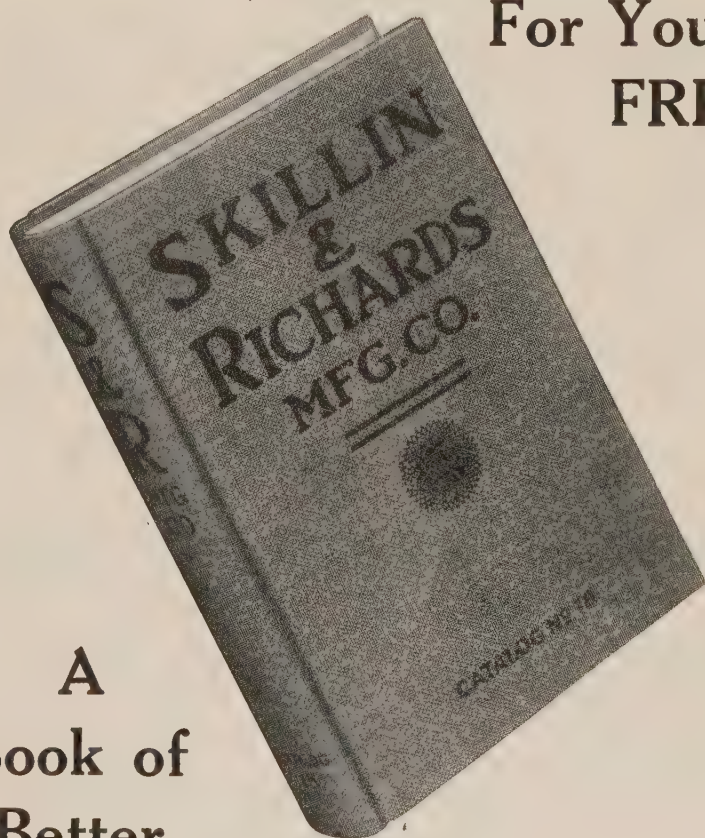
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## More Profits

The elevator owner who installs a feed mill in his elevator puts himself in line for more profits. No other sideline is as profitable. Your farmer patrons must have feed for stock. Are you going to let them go to your competitor? Drop us a line asking for further particulars regarding a feed mill for your elevator.

**J. B. Ehrsam & Sons Mfg. Co.**  
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## A Book of Better Grain Handling Machinery

In the course of a year it happens many times that you find yourself in need of some particular piece of machinery. It happens as often that you do not know just where to get it. For your convenience and for efficiency's sake you should have our catalog for ready reference.

Send for your copy today. Don't wait until you need it.

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4516-60 Cortland St.  
CHICAGO, ILL.

For You---  
FREE

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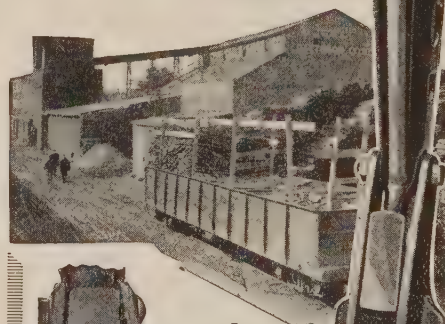
*Prevent Leakages  
Avoid Claims  
Save Money*

Used by Thousands of  
Progressive Shippers

MADE BY

**THE KENNEDY CAR  
LINER & BAG CO.**  
SHELBYVILLE, INDIANA

**NEW BADGER**  
SLIP-PROOF  
SAFETY SPURS  
**CAR MOVER**  
Insures Against Damage Claims



—the  
Slip-  
proof  
**Safety Spurs**

grip edges of rail, where they have not been polished hard by wheels. This double grip insures against mover slipping and allowing operator to fall and break his arms or injure his face as frequently happens with ordinary movers or crow-bars.

**Try One 30 Days—No Money in Advance**

If you keep it, send us \$5.50, plus freight—if you don't we pay freight both ways and forget it.  
For sale by leading jobbers everywhere. If yours can't supply you, order direct.

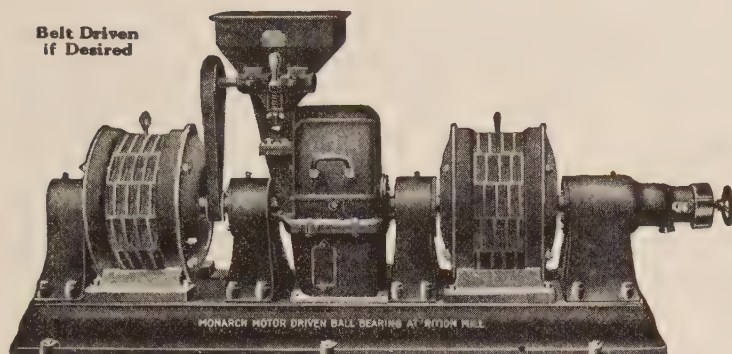
Advance Car Mover Co., Dept. C, Appleton, Wis.  
Canadian Advance Car Mover Co., Welland, Ont.

*For whatever you wish to know  
about equipment or supplies used  
in or about a grain elevator ask the  
Information Bureau  
Grain Dealers Journal Chicago, Ill.*

# MONARCH BALL-BEARING ATTRITION MILL

*Designed and Built to Perform Satisfactorily  
All Attrition Mill Requirements*

Belt Driven  
if Desired



Years of experience in attrition mill building has enabled us to produce this "Monarch" of all Attrition Mills.

It, in your elevator, will pay big interest to you by

## Saving Labor and Time

It is trouble-proof, delay-proof and has dust-proof bearings that require the minimum of lubrication and attention.

Write us today—now—for full particulars and descriptive catalog.

We have much interesting information about feed grinding that we will gladly furnish you.

*Write for Catalog No. D115*

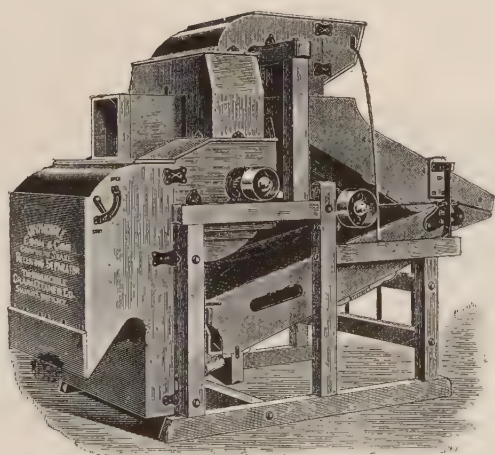
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Mill Builders and Milling Engineers

Main Office and Works: MUNCY, PA.

P. O. Box No. 26

Chicago Office: 9 So. Clinton St.



Begin preparations now for this year's corn crop.

If a new Separator is needed order it early or you will be disappointed in the time of shipment.

The INVINCIBLE Corn & Cob Separator can be ordered without investigation.

## Invincible Grain Cleaner Company SILVER CREEK, N. Y.

### You Can Sell Your Elevator

by advertising directly  
to people who want to  
buy, by using a

**Grain Dealers Journal  
Want Ad.**

### TYDEN CAR SEALS

Bearing shipper's  
name and consecutive  
numbers.

Prevent  
**CLAIM LOSSES**  
**10,000 SHIPPERS**  
Are now using them.

Write for samples  
and prices.

**INTERNATIONAL SEAL & LOCK CO.**

Chas. J. Webb, Vice-President  
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### You Can Make

the Grain Dealers Journal worth  
much or little to your business.  
It represents the labor of nearly a  
thousand persons using equip-  
ment that costs nearly a million.  
All of it is in the interest of your  
business and you will find sugges-  
tions and pointers in both the  
reading and advertising pages of  
real value, if you will but read  
and heed the message.

**Your Elevator's Wants Are Supplied in These Columns**



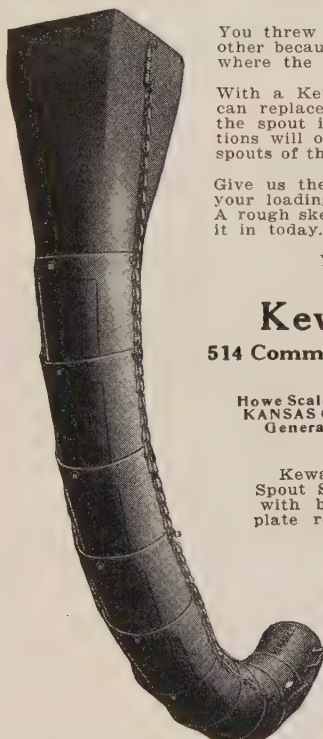
The Only Non-poisonous Rat and Mouse Exterminator in the World  
Millions are using it in all civilized countries. Fully guaranteed.  
Exclusive territories granted to responsible dealers or agents.

Price—15 cents per box, \$1.80 per doz., \$1.00 per lb. in bulk.

THE BERG & BEARD MFG. CO., Inc., 100 Emerson Place,  
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## A Hole--You Must Buy a New One Unless IT'S A KEWANEE Renewable Bottom Loading Spout



You threw away your last loading spout and bought another because it had holes in it—holes on the bottom side where the grain strikes.

With a Kewanee Renewable Bottom Loading Spout you can replace the worn bottom plate for a few cents and the spout is as good as new. The Kewanee spout sections will out-wear a dozen new bottoms or a dozen new spouts of the ordinary kind, yet its cost is about the same.

Give us the size of your down-spout and the length of your loading spout and we will show you how to save. A rough sketch will help. It will cost you nothing. Send it in today.

You can see how much it will save

**Kewanee Implement Co.**  
514 Commercial Street Kewanee, Illinois

Distributors  
Howe Scale Co. of Ills. Fairbanks Morse & Co.  
KANSAS CITY, MO. OMAHA, NEB.  
General Service & Supply Co., Minneapolis, Minn.

Kewanee  
Spout Section  
with bottom  
plate removed



Pat. Pending

For Accurate Moisture Tests  
use our Grain Dealers' Air  
Tight Cans for forwarding  
your grain samples.  
**ST. LOUIS PAPER CAN & TUBE CO.**  
ST. LOUIS, MO.

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—FIRST IN ADVERTISING!  
—FIRST IN CIRCULATION!  
The Grain Dealer's Journal

## Clark's Wagon Load Grain Tables

(ON CARDS)

show the reduction of any  
weight of grain from 100 to  
4090 pounds by ten pound  
breaks, to bushels of 32, 48,  
56, 60, 70 and 72 pounds.

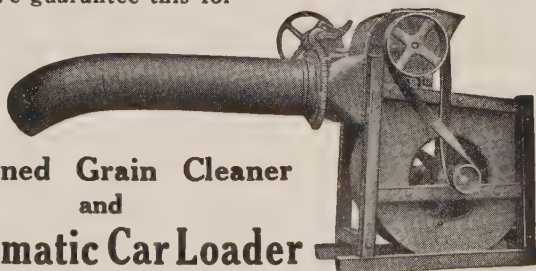
Six tables printed in two  
colors, on both sides of  
three cards, size 5½ x 10½  
inches. Price 65 cents,  
postage 4 cts.

**GRAIN DEALERS JOURNAL**  
305 So. LaSalle St. CHICAGO, ILL.

## CLEAN AND LOAD IN ONE OPERATION

Now that grain is commanding such a high price and there is and will be such a demand for it, it behooves you to load it properly, this means that you should use a Car Loader that cleans and loads at the same time. We guarantee this for

The  
**Combined Grain Cleaner  
and  
Pneumatic Car Loader**



It does not mill  
or crack the  
grain; fills cars  
to full capacity;  
strong, durable,  
requires no at-  
tention after  
starting. Cools  
and dries the  
grain as it  
passes through  
the air.

Used by hundreds of elevator owners. List of users will be sent you on request.

Write for list and circulars

**MATTOON GRAIN CONVEYOR CO., Mattoon, Ill.**

## What have you? FOR SALE

An Elevator  
Machinery  
Seeds

## Do you want?

An Elevator  
Machinery  
Position  
Partner  
Seeds  
Help

**Grain Dealers Journal**  
CHICAGO, ILL.

has 6,000 readers who would like to know. Tell them thru a 'For Sale & Want' Ad. Costs 25 cents per type line.

By mentioning the Grain Dealers Journal of Chicago when writing its advertisers you help it to more efficient work in improving grain trade conditions.

## Automatic Dump Controllers!

You have never seen me?

Do not ever let yourself hear you say that, because there are very few modern elevators without me. WHY? Because they need service. Anything that is not serviceable in this day and age is soon discarded. But when you know me—I'm always at your service. I increase your business because of the easy manner in which I handle your dump. The Farmer likes me because I don't let the dump down jerky, and frighten his horses. I'm your friend. When you get tired of the old dumping device and are looking around for something 100% efficient, you'll find a friend in need is a friend indeed.



But don't wait too long.

Procrastination is the thief of time.

Now is the time.

Circulars upon request.

**L. J. McMILLIN**

25 Board of Trade Bldg. INDIANAPOLIS, IND

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**It PAYS to GRIND ALL GRAINS**

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." *E. W. Watt, Jacobsburg, O.*

10 sizes; 2 to 25 H. P. Write for free catalogue.

**N. P. BOWSHER CO., SOUTH BEND, IND.**

## SHIPPERS' CERTIFICATE of WEIGHT

Form 89 S.W.C. is endorsed by leading shippers associations. Especially adapted for use in connection with claims for Loss of Weight in Transit. Each ticket gives the following information:

Kind of scale used; Station; Car Number and Initials; Shipper's Name; —lbs. equal to —bus. of No.—; Date scales were tested and by whom; car thoroly examined and found to be in good condition and properly sealed when delivered to the ——— R. R. Co.; Seal Record, name and number, sides and ends; marked capacity of car; date; and name of the weigher. On the reverse side of both originals and duplicates is a form for recording the weight of each draught.

Printed in two colors of ink and numbered in duplicate. Seventy-five originals on Goldenrod Bond paper and 75 duplicates on tough pink manila. Well bound with heavy hinged press-board covers so book will open flat. Three sheets of carbon paper.

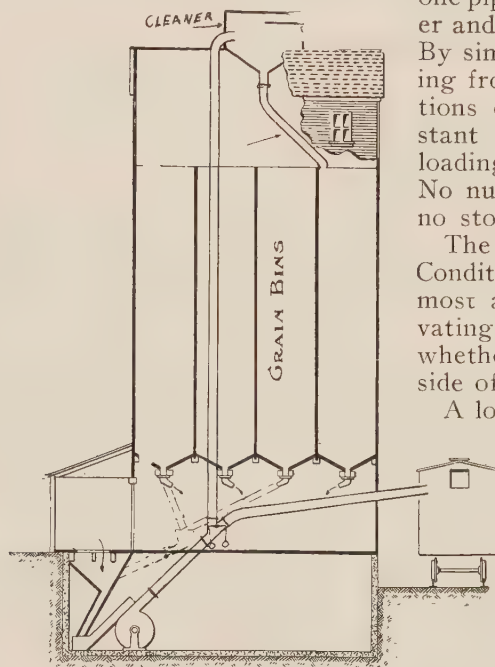
Order Form No. 89 SWC. Price \$1.00  
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## Randolph Grain Driers

DIRECT HEAT OR STEAM CONTINUOUS FLOW MADE IN ALL SIZES  
O. W. RANDOLPH CO. TOLEDO OHIO U.S.A.

## Bernert Grain Blower and Conditioner

Sectional view elevator installation of the Bernert Grain Blower and Conditioner fitted with Combined Elevator and Loader attachment. Note how simple the equipment. Only one machine with



one pipe leading up into the Cleaner and another leading to the car. By simply pulling the chain leading from the valve lever, connections can be switched in an instant from either elevating to loading, or loading to elevating. No nuts or bolts to be loosened; no stops necessary.

The Bernert Grain Blower and Conditioner is the most simple and most adaptable machine for elevating grain and similar material whether stationed inside or outside of building.

A lower or entirely done away with basement, no overhead transmissions, faster and less-expensive installation, all operating machinery on the ground floor, less fire hazard, etc., are all points in favor of this system.

Grain is being received the same as with the bucket system, spouted or dumped direct into the hopper of the machine.

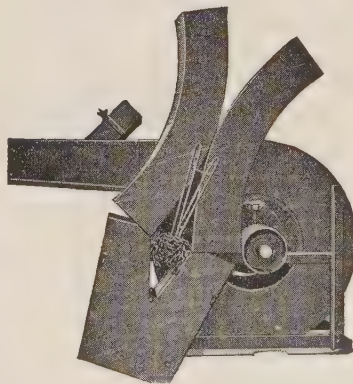
For further information, write for catalog to the

## Bernert Mfg. Co.

491 12th Street

MILWAUKEE, WIS.

## "Good Bye Scoop"



"We loaded 1,800 bu. of corn an hour the day before Thanksgiving. We never have to get in a dirty, dusty car to scoop grain." Kenney Elevator Co., Kenney, Ill.

"Your Boss Air Blast Loader is giving the best of service." G. N. Falknor & Son, West Milton, O.

"We would not think of going back to gravity." J. L. Baum & Son, Storms, O.

"You may ship us one of your Air-Blast loaders. We have investigated this thing pretty thoroughly. At Straws Crossing we saw one in operation and it certainly was doing the work." Central Illinois Grain Co., Ashland, Ill. They have since bought EIGHT for eight of their elevators.

### Load Even Ear Corn Without Scooping

We have Portable and Stationary outfits for loading even EAR corn as well as loose grain into railroad cars without scooping.

Our Boss Crib Filler fills cribs with EAR corn by air. Compact,

low down and shedded as easily as a binder. Quickly set up.

Write today for our new catalog "GOOD BYE SCOOP."

MAROA MANUFACTURING CO., Dept. G., Maroa, Ill.



## GRAIN ELEVATOR BUILDERS

### DON'T DELAY BUILDING!

We give you QUICK ACTION

Builders of

Grain Elevators, Alfalfa Plants  
and Coal Pockets

WOOD or FIREPROOF CONSTRUCTION

**Younglove Construction Company**

412 United Bank Building

SIOUX CITY, IOWA



Patented

### JACKS

For Lifting Concrete Forms

12 Years of Service

Over 4,000 in Use

**NELSON MACHINE CO.**

WAUKEGAN, ILL.

### J. C. BURRELL CO.

Licensed Structural Engineers  
Twenty-seven Years Experience  
Designers and Builders of  
Grain Elevators—Flour Mills  
Feed Plants

1318 Stock Exchange, CHICAGO, ILLINOIS

### MACDONALD ENGINEERING CO.

DESIGNERS AND BUILDERS OF  
GRAIN ELEVATORS

MONADNOCK BLDG. CHICAGO, ILL.

### Your Individual Needs

are respected when your elevator  
is designed and built by

**W. H. CRAMER CONSTRUCTION CO.**

NORTH PLATTE, NEB.

Write for Details of Our System

### EFFICIENT ERECTING CO.

We make plans and build up-to-date  
GRAIN ELEVATORS AND MILLS

GEO. H. CRAIG

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### D. F. HOAG & CO.

Designers and Constructors of

**GRAIN ELEVATORS**

Corn Exchange, Minneapolis

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Wood or Concrete

UNITY BLDG., BLOOMINGTON, ILL.

### BIRCHARD

CONSTRUCTION CO.  
CONTRACTORS GRAIN ELEVATORS

Mills and Warehouses  
Especially Designed for Economy of  
Operation and Maintenance

704 Terminal Bldg. LINCOLN, NEB.

### Decatur Construction Co.

ENGINEERS AND BUILDERS

OF GRAIN ELEVATORS

510-512 Wait Building

DECATUR ILLINOIS

IF you wish to build your elevator  
right, my eighteen years experi-  
ence is at your command.

### C. E. BIRD & CO.

MINNEAPOLIS MINNESOTA

### R. C. STONE ENGINEERING CO.

320 MERCHANTS EXCHANGE

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DESIGNERS AND BUILDERS OF

**CONCRETE AND WOOD ELEVATORS**

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We have the most complete  
organization in the Northwest  
for the construction of

**GRAIN and COAL  
ELEVATORS**

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MINNEAPOLIS, MINN.



## GRAIN ELEVATORS, MILLS, STORAGE

22 years in one line. 1200  
successful plants. We have  
built in every state in the  
union except 5 and these 5 do  
not use elevators. Our service  
is available.

**BURRELL ENGINEERING & CONSTR. CO.**

Webster Bldg. - - - - - CHICAGO, ILL.

Security Building, KANSAS CITY, MO.

## GRAIN ELEVATOR BUILDERS

### L. A. STINSON

CONSULTING ENGINEER

H. E. GODFREY, Civil Engineer

Elevators  
Mills and Warehouses  
Complete

National Life Bldg., CHICAGO, ILL.

### Reynolds & Taylor

542 S. Dearborn St., Chicago  
CONTRACTORS

Painting and Recovering

Grain Elevators a Specialty

### Brandon Construction Co.

The Southeast's  
Foremost Elevator  
BUILDERS

Marianna Florida

## HICKOK MINNEAPOLIS & SPOKANE ELEVATORS

### White Star Co.

WICHITA, KAN.

**BUILDERS of  
Good Elevators**

WRITE US ABOUT THE  
PLANT YOU HAVE IN MIND

### A. G. BOGESS

Builder of

**GRAIN ELEVATORS**

and Coal Pockets

Phone F. 282

P. O. Box 166

DECATUR, ILL.

### GEORGE HOWARD

Grain Elevator Repair Specialist  
LA GRANGE, ILL.

Old elevators made almost new at lowest prices.  
New elevators either wood or concrete given  
special attention. Let us know your needs.

### W. C. BAILEY

Contracts and Builds

**Modern Grain Elevators**

We can furnish and install equipment in old or new  
elevators, guaranteeing greater capacity with less  
power, and positive Non-Chokable working leg.

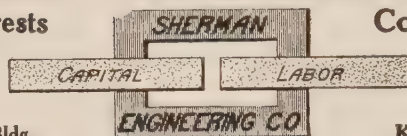
Let us show you

433 Railway Exchange Bldg., OMAHA, NEB.

### Protect Your Interests

Plans  
Specifications  
Estimates  
Appraisals  
Consultation

1019-20 New York Life Bldg.



### Consult Us First

Grain Elevators  
Oat Meal Mills  
Flour Mills  
Warehouses  
Industrial Bldgs.

Kansas City, Missouri

### A. F. ROBERTS

**ERECTS ELEVATORS  
CORN MILLS  
WAREHOUSES**

**FURNISHES PLANS  
ESTIMATES  
MACHINERY**

SABETHA,

KANSAS

### MILLER, HOLBROOK, WARREN & CO.

DESIGNING ENGINEERS

**Reinforced Concrete Elevators  
Large or Small**

Millikin Building DECATUR, ILL.

### R. M. Van Ness Construction Company

Grain Exchange Bldg., Omaha, Neb.

Designers and Builders of

**MODERN GRAIN ELEVATORS**

Plans Submitted

Correspondence Solicited

Steel Equipment Is Used on the Concrete Elevators We Design and Build

Write for  
Booklet

**THE MONOLITH BUILDERS, INC.**  
CONTRACTORS

**BUILDERS, INC.**  
ENGINEERS

Independence,  
Missouri

### L. J. McMILLIN ENGINEER and CONTRACTOR of GRAIN ELEVATORS

Any Size or Capacity

523 Board of Trade Bldg., Indianapolis, Ind.

### A. P. HUSTAD CO.

CONSULTING ENGINEERS

Designers: Elevators, Mills, Warehouses

Write us for estimates and proposals on  
economical and up-to-date designs.

917 Andrus Bldg. MINNEAPOLIS, MINN.



### Another Reliance Success

Elevators of our design and construction  
are the best endorsement of our work. We  
study your particular problems and build  
the elevator best adapted to your needs.  
Write us for further particulars.

**Reliance Construction Co.**

Board of Trade.

Indianapolis, Ind.



### THE BUSY SEASON

of elevator building and repairing is here. Repairs  
are big items in maintenance of machinery. Shrewd  
purchasers estimate and calculate them closely.

ECONOMY OF SPACE and Economy IN USE are  
important features.

### THE HALL SIGNALING DISTRIBUTOR

is a simple, efficient, durable device which accomplishes  
ends none others reach as a thousand users will  
testify.

### HALL SPECIAL ELEVATOR LEG

Adds 100% EFFICIENCY to the cup belt. It Revolutionizes the system of elevating  
grain. It is Automatic in Action.

The grain is fed to it automatically and unerringly without mechanism and is as  
reliable as gravitation. In consequence of these facts it is 100% MORE DURABLE  
than other legs and is GUARANTEED IN YOUR ELEVATOR.

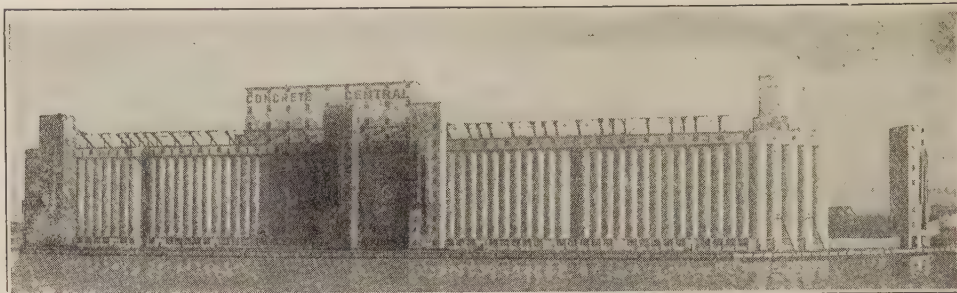
**Hall Distributor Company, 222 Railway  
Exchange Bldg. Omaha, Nebr.**

## Monarch Built Elevators

assure you economical design, first class work, efficient operation.

### SATISFACTION

*Let us Submit Designs and Prices*



Concrete Central Buffalo, 4,500,000 Bu.

One of the modern houses which has made a record for rapid and economical handling

**MONARCH ENGINEERING CO., BUFFALO, N. Y.**

## THE MOST MODERN ELEVATOR IN THE WORLD

Now in course of construction at Canton, Baltimore, Md., for the Pennsylvania Railroad.

### JAMES STEWART & CO.. Inc.

Capacity  
5,000,000 Bushels

Designers and Builders  
GRAIN ELEVATORS  
IN ALL PARTS OF THE WORLD

#### GRAIN ELEVATOR DEPT.

15th Floor, Westminster Bldg.

CHICAGO

W. R. SINKS, Manager



"We have built for many of your friends. Eventually we will build for you. Why not now?"

## GROUP OF TERMINAL ELEVATORS BUILT RECENTLY BY US AT

### Port Arthur, Ontario

FOR

The Grain Growers' Grain Company, Limited.

The Saskatchewan Co-operative Elevator Co., Limited.

The James Richardson & Sons, Limited.

### THE BARNETT-McQUEEN COMPANY, LIMITED

Designers and Builders of GRAIN ELEVATORS

Offices: Fort William, Ont., Duluth, Minn  
Minneapolis, Minn.



Pennsylvania Railroad Co.'s Terminal Elevator at Erie, Pa. 1,250,000 storage capacity, with marine leg, 25,000 bu. receiving capacity. All concrete, modern construction, with latest improvements.

Designed and built under the direction of

### Folwell-Ahlskog Co.

McCormick Bldg. - Chicago, Ill.

*Write us for Estimates and Proposals*



## Elevator No. 2

Manchester Ship  
Canal Company

Manchester, England

1,500,000 Bushels

### John S. Metcalf Co., Ltd., *Grain Elevator Engineers*

54 St. Francois Xavier Street  
MONTREAL, CANADA

108 South La Salle Street  
CHICAGO, ILL., U. S. A.

395 Collins Street  
MELBOURNE, AUSTRALIA

125 Strand  
LONDON, W. C., 2, ENGLAND

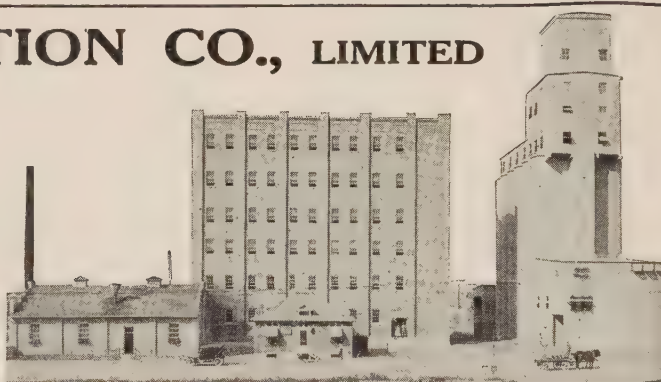
## FEGLES CONSTRUCTION CO., LIMITED

ENGINEERS—CONTRACTORS

GRAIN EXCHANGE, FORT WILLIAM, ONT.

WE ARE PREPARED TO TAKE  
AND EXECUTE CONTRACTS ANY-  
WHERE. GRAIN ELEVATORS, MILLS  
HEAVY ENGINEERING STRUCTURES

WE HAVE AN ENVIABLE RECORD FOR SERVICE



Elevator and Mill Designed and Built for Lake of the Woods  
Milling Co., Ltd., Medicine Hat, Alberta.



## The 1,250,000 Bushel C. & N. W. Elevator

at

Council Bluffs, Iowa

is the latest acknowledgment of our  
capabilities as Grain Elevator Engineers  
and Constructors.

**WITHERSPOON-ENGLAR CO.**  
1250 Monadnock Bldg., CHICAGO, ILL.

Builders of Modern, Fireproof  
MILLS AND ELEVATORS

# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE.

**30,000 BU. ELEVATOR** for sale, complete with machinery and additional warehouses. Address Coleman State Bank, Coleman, Wisc.

**25,000 BU. CRIBBED** elevator in N. D. on Great Northern R. R. with Coal and Flour and Feed business for sale. Address: Chance, Box 9, Grain Dealers Journal, Chicago.

**25000 BU. ELEVATOR** For Sale, complete with machinery and additional warehouse and coal bins. Address The Camden State Bank, Camden, Indiana.

**ELEVATOR AND COAL** business for sale in good Iowa town of 1200 inhabitants. In good running order; a good money maker for a hustler. Address M., Box 2, Grain Dealers Journal, Chicago.

**OHIO ELEVATOR** For Sale—Good town with good schools and churches, finest farming community, no competition. Electric Power. Good reasons for selling. Address Community, Box 6, Grain Dealers Journal, Chicago, Illinois.

**ILLINOIS ELEVATOR** For Sale. Thoroughly up to date. Price right. Might consider equity in Indiana, Illinois or Iowa farm as part payment. Address Equity, Box 7, Grain Dealers Journal, Chicago.

**NEW 18,000 BU.** elevator for sale. Well equipped with machinery, in A-1 condition. In good wheat, oats and corn belt. Doing good business. Good reason for selling. Address: Ketchum Elevator Co., Ketchum, Okla.

**GRAIN ELEVATOR** for sale on the B. & O. R. R.; 15,000 bushels capacity, two legs, electric power, iron clad, metal roof, 14 bins, all cribbed. Everything in A No. 1 shape. Price \$20,000.00. John V. Dirk, Weston, Ohio.

**8,000 BU. CAPACITY ELEVATOR** with good farm implement business for sale. Advancing years and death in firm makes it advisable to sell. Good grain locality. Excellent business. For complete information apply to Alex Verdott & Co., Bonnot's Mill, Mo.

**GENERAL ELEVATOR** and feed business for sale. 1st class attrition feed grinder in connection. Also handle coal, farm machinery, fencing, building supplies, etc. No competition. Excellent business. Address: Field, Box 8, Grain Dealers Journal, Chicago.

**INDIANA ELEVATOR** For Sale or will trade for farm. 7500 Bushels Capacity. On Lake Erie & Western R. R. Convenient to any or all points, Chicago, Indianapolis, Cincinnati, Ohio, Buffalo, N. Y., or Toledo, Ohio. Doing a good business. Address C, Box 6, Grain Dealers Journal, Chicago.

## NOTICE TO BIDDERS.

THE BOARD OF DIRECTORS for the Farmers Equity Elevator Company of Oriska, North Dakota, will receive bids for their Elevator property, fully equipped, and the coal sheds. This is a 50,000-bu. house built in 1915. Terms, highest bidder for cash.

Party buying elevator must also buy \$300.00 worth of Electric Power Stock. All bids must be accompanied by a certified check for \$500.00. Bids must be sealed and mailed to the State Bank of Oriska, Oriska, N. Dakota. Board reserves the right to reject any or all bids.

Bids to be opened at the State Bank of Oriska May 15th, 1920, at 2 P. M.

By Order of the Board of Directors.

Bert Bruns, Secretary.

## ELEVATORS FOR SALE.

**ELEVATOR AND GRAIN BUSINESS** for sale. Line of Country Elevators, Central Illinois. Capacity 90,000 bus. Excellent condition. Also good commission business. Price \$30,000.00. Address Troy, Box 5, Grain Dealers Journal, Chicago, Illinois.

**PROSPEROUS, LONG ESTABLISHED** grain, hay and seed business in Colorado, for sale. Good reason for selling. Splendid location with room for expansion. Requires about \$80,000 cash. Address Prosperous, Box 3, Grain Dealers Journal, Chicago, Illinois.

**SOUTH DAKOTA 25,000-BUSHEL** Elevator for sale. Modern equipment. Electrical power. 6 in. cribbed, 30 ft. square. Located in the heart of the best corn and grain section in the country. Address Section, Box 7, Grain Dealers Journal, Chicago, Illinois.

**ILLINOIS CRIBBED ELEVATOR** For Sale, 50,000 bus. capacity. Own ground and private switch. In best oats, corn and wheat territory in Illinois. Side lines of Coal, Salt and Feed. Doing fine business. Good reason for selling. Address Cribbed, Box 7, Grain Dealers Journal, Chicago, Ill.

**WESTERN OHIO ELEVATOR** for sale, 15,000 bushels capacity. On private grounds and spur. No competition. Located in fine grain section and doing a good business in grain and coal, salt, flour and feed. Residence property included. Address Western, Box 7, Grain Dealers Journal, Chicago.

**SOUTHERN MINNESOTA ELEVATOR** for sale. Capacity about 20,000 bushels, with warehouse attached. Exceptionally well built house in fine condition, very good territory and well established business. Handle coal, flour and feed and have good jobbing trade. Address Y, Box 5, Grain Dealers Journal, Chicago.

**25,000 BUSHEL CAPACITY ELEVATOR**, wood construction, also coal, flour and feed business, for sale. No competition. On Soo line, accessible markets Duluth and Minneapolis. Handles about 100,000 bushels ordinary year. About 100 carloads hay handled this year as sideline. Address Duluth, Box 7, Grain Dealers Journal, Chicago, Ill.

**TWO GRAIN ELEVATORS** for sale, located in North Central Iowa at adjoining stations. Good grain territory and both handle flour, feed and coal. Side line will take care of operating expense. Both do good business. A mighty good opening for the right man. Write quick. Address Adjoining, Box 5, Grain Dealers Journal, Chicago, Illinois.

**CENTRAL WESTERN OHIO** Elevator for sale. 20,000 bu. Iron Clad. Private ground and spur. Electric power. In town of 3,000, with first class high school and located in the best grain section of Ohio. Side lines—Coal, Flour, Feed and Salt. Have done a retail business of \$30,000.00 in the last year. New grinder and crusher, new corn sheller and conveyor. Price \$15,000.00. No trades. Address Opportunity, Box 5, Grain Dealers Journal, Chicago.

**THREE NORTH DAKOTA** Elevators for sale. 40,000 bushels capacity each. In good operating condition and located on Great Northern R. R. Two of these elevators are equipped with Monitor Cleaners, other has no cleaner. All equipped with 8 h. p. Fairbanks Gasoline Engines. We are naming an exceptionally low price on these elevators, about half of what it would cost to build them today. For further particulars address Northern, Box 5, Grain Dealers Journal, Chicago, Ill.

## ELEVATORS WANTED.

**WILL BUY** three country elevators in Kansas or Oklahoma. The United Elevators Company, Topeka, Kansas.

**WILL BUY** Good 8 to 15,000 bu. elevator in North Central Okla. or Southern Kansas. Address Box 524, Pond Creek, Okla.

**WILL TRADE** equity improved section Hettiger Co., N. Dakota, for first class grain or lumber business. C. A. Pfund, Roland, Iowa.

**GOOD ELEVATOR WANTED** in Central Indiana doing good volume of business. A. B. COHEE, Frankfort, Indiana.

**WISH TO BUY GRAIN ELEVATOR** located at any good grain point. Address with full particulars Wm. F. Allbrecht, 2727 Du Pont South, Minneapolis, Minn.

**WILL BUY ILLINOIS ELEVATOR** at good grain point. No objections coal and lumber with it. Give full details. Address Buyer, Box 6, Grain Dealers Journal, Chicago, Ill.

**ELEVATOR WANTED** in Central Indiana—preferred where there is Farmers House in same town, but territory must produce the business. Address Central, Box 7, Grain Dealers Journal, Chicago, Ill.

**WILL BUY** a good elevator in good section of Missouri, or will assume the management of a good Farmers Elevator, either organized or being organized. Am a thorough bookkeeper, can furnish the best of references from present employers as well as business associates. Willing to furnish bond in any reasonable amount. Would expect good salary to begin. Address Missouri, Box 7, Grain Dealers Journal, Chicago, Illinois.

## ELEVATOR BROKERS.

**JOHN A. RICE**, exclusive elevator broker, Frankfort, Indiana.

**IF YOU WANT** to sell or exchange your property, write to me. John J. Black, 57th Street, Chippewa Falls, Wis.

**ELEVATOR BUYERS SAVE TIME AND MONEY BY WRITING ME WHAT YOU WANT. I HAVE IT OR WILL GET IT.** NAT CLAYBAUGH, elevator broker, Frankfort, Ind.

## OFFICE SUPPLIES.

**SAFES**—Large stock of new and used safes on hand. Protect your valuable papers. Prices reasonable. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

**FOR SALE**—Burroughs, Wales, American, Dalton, Standard, etc., adding machines, half retail prices, fully guaranteed. Typewriter bargains, all makes. Get illustrated catalog and bargain list. Minnesota Typewriter Exchange, Department G, 236 Fourth St. South, Minneapolis, Minnesota.

## MACHINE WANTED.

**SECOND HAND** No. 2 or No. 3 Barnard & Leas single cylinder rolling screen wanted, for scalping corn from cobs. Must be in first class condition.

Loughry Bros. Milling & Grain Co., Monticello, Indiana.

## SITUATIONS WANTED.

**POSITION WANTED** with good grain firm. Have had 5 years experience and am well acquainted with the grain business. Address Henry Hildebrands. Box 7, Emden, Illinois.

**POSITION WANTED** with Farmers Elevator by experienced grain man in Nebraska. Address Farmers, Box 7, Grain Dealers Journal, Chicago, Illinois.

**POSITION WANTED** by young married man, experienced grain buyer for mill or elevator company. Can handle flour, feed or coal business. Middle west or western states preferred. Address Middie, Box 7, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** in Grain Business. I have managed Branch Elevators. Have traveled. Sold grain, feed and oils—kerosene and gasoline. You can investigate my past record. Address Traveled, Box 7, Grain Dealers Journal, Chicago, Illinois.

**POSITION WANTED** as Manager of good country elevator, either line or co-operative company. Fifteen years' experience. Best of references. At present employed, but want to change. Address Aksarben, Box 7, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** as Grain Buyer or Elevator Manager in Colo., Wyoming, Montana or Nebr. 14 years' experience. Married, 45 years of age. Can make change at any time. Can furnish best of references. Address Wyoming, Box 7, Grain Dealers Journal, Chicago.

**POSITION WANTED** as second man in a good Farmers Elevator where opportunity would be afforded for thoroughly learning business. Have had grain and lumber experience. Advise salary first letter. Can furnish best references. Address Learning, Box 7, Grain Dealers Journal, Chicago, Ill.

**YOU MAY BE MISSING SOMETHING** If you do not read the Wanted and For Sale ads each issue. If you have something to sell or exchange, insert small advertisement in the Wanted and For Sale Department. When in need of an employee or employment write Grain Dealers Journal, 305 S. La Salle St., Chicago, Ill.

**POSITION WANTED** as manager of Grain Elevator in good town. Have had thirty years' experience. Am thoroughly acquainted with all kinds of grain handling machinery and every phase of grain handling. Can take care of the office end as well as the elevator end of the grain business. Address Oscar Jones, Chrisman, Illinois.

**AS SOLICITOR** for good grain firm. Have had seven years' experience as country grain buyer and manager of elevators. Am at present employed, but want to change. Married, twenty-seven years of age. Can give A-1 references. Address M, Box 5, Grain Dealers Journal, Chicago, Illinois.

**POSITION WANTED** as manager of Farmers Elevator or line of Elevators. Thoroughly familiar with grain and bean grades, government reports and income tax returns. A-1 accountant. If you need a capable executive, write or wire Account, Box 5, Grain Dealers Journal, Chicago, Illinois.

**POSITION WANTED** as manager of Elevator, or line of elevators doing good business. Have had nine years' experience in buying grain. Married. Thirty-six years old. Must be a man's size job with a good future and must also be close to a good school. Can furnish good references. Am at present employed, but am going to change soon. Address Nine, Box 7, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** as Manager of Farmers Elevator or with a line elevator. Am at present employed, but want to change. Have had seventeen years' experience in the grain and coal trade. Can give references of former and present employers. No position will be accepted unless in town where good schools are located. Married, 41 years of age and can handle stations doing large volume of business. Address Volume, Box 7, Grain Dealers Journal, Chicago, Illinois.

## FEMALE HELP WANTED.

**TYPIST**, rapid, with general office experience. Address Grain Dealers Journal, Chicago, Ill.

## MILLS FOR SALE.

**FIRST TIME ON SALE**—60 barrel Minnesota Flour Mill. Steam power. Town of 500. No competition. Is running steady and has good trade. Address Minnesota, Box 5, Grain Dealers Journal, Chicago, Ill.

## BUSINESS OPPORTUNITIES.

**ESTABLISHED** Flour, Feed, Grain, Straw, Salt, Poultry, Feed, Etc., business for sale. Doing a profitable yearly business in New York of over \$250,000.00. Warehouses situated on railroad with own siding. Located in city of over 100,000 population. Reason for selling, Sickness. Address A. B. C. Box 4, Grain Dealers Journal, Chicago, Illinois.

## BAGS FOR SALE.

**2000 SECOND HAND** Cotton Grain Bags for sale at twenty-five cents each, f. o. b. St. Louis; 16 oz. holds 2½ bushels wheat. Foell & Co., 123 Market St., St. Louis, Mo.

**BURLAP BAGS OF EVERY KIND FOR SALE**; new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting, or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid. WM. ROSS & CO., 409 N. Peoria St., Chicago.

## STEAM ENGINES, BOILERS.

**ENGINE AND BOILER** For Sale.

1—Frost 35 H. P. Engine.

1—Frost 40x10 Boiler.

Been used six years, in fair condition. Will sell cheap for cash. Reason for selling, are rebuilding and will use electricity.

OXFORD GRAIN CO.,  
Oxford, Ind.

## SCALES WANTED.

**WILL BUY SECOND HAND** Automatic Elevator Scale, size 3 to 5 bushels. J. H. Dougan & Son, Belvue, Kansas.

**THE WICHITA STORE AND OFFICE EQUIPMENT CO.**, of Wichita, Kansas, say in regard to their advertisement: "We certainly were glad to know that each morning brought us queries for office furniture. And always in their letter they would say they noticed our ad in the Grain Dealers' Journal."

## MALE HELP WANTED.

**WANTED**—Hay and Grain Salesman. Can make from \$50.00 to \$75.00 a week. Address Hay, Box 4, Grain Dealers Journal, Chicago.

**MILLER WANTED** who understands the manufacture of Poultry and Stock Feeds, to take charge of plant. Address Stock Feeds, Box 7, Grain Dealers Journal, Chicago, Ill.

**LINE ELEVATOR ACCOUNTANT** for the position of bookkeeper wanted, with stenographical experience, also general feed and grain experience. Must be man of good character who can furnish bond and references, not over 32 years old. Good future and pay. Answer direct.

Consolidated Elevator & Milling Co.,  
Billings, Montana.

## ARCHITECTURAL DRAFTSMAN

Experienced in grain, elevator and flour mill building designing. Excellent opportunity for advancement. In applying state experience, date available, and salary expected.

THE ANGLO-AMERICAN MILL CO.  
Owensboro, Kentucky.

## ENGINES FOR SALE.

**25 H. P. MOGUL KEROSENE ENGINE**, good running order; 2 Barnard & Leas Warehouse Sheller, new; pulleys, shafting, belting, for sale. Sergeant Bluff Farmers Elevator Co., Sergeant Bluff, Iowa.

**ONE 35 H.P. 9x11 Upright Oil Engine** in fine condition for sale. Can be run on one cylinder if desired. Also one 46x12 Wood Split pulley for sale. Address F. L. Compton, Williamsburg, Indiana.

**FOR SALE:** Three 18-h.p. Lauson Oil Engines, in good running order, only been used about three months. Also one 14 H.P. Lauson Oil Engine, brand new, never been set up. Anyone needing such power can get a bargain by corresponding with The Farmers Elevator Company, Metcalf, Illinois.

1-40 H.P. Foos Engine, \$800.00.  
1-26 H.P. New Era Engine, \$300.  
1-9 H.P. Foos Engine, \$150.00.  
1-6 H.P. Gray Gasoline Engine, \$100.00.  
1-40 H.P. high pressure boiler, \$500.00.  
2-75 H.P. Heine Watertube Boilers.  
CASEY BOILER WORKS Springfield, Ohio.

## ENGINES WANTED.

**USED GASOLINE OR OIL ENGINES** Wanted, Otto and Fairbanks preferred. In answering describe condition and name lowest price. Address Fairbanks, Box 5, Grain Dealers Journal, Chicago, Illinois.

**GASOLINE OR KEROSENE Engine** Wanted, 20 to 25 h. p., prefer standard make, must be good machine, no old or worn out machine wanted.

BLISH MILLING COMPANY,  
Seymour, Indiana.

## DYNAMOS—MOTORS.

**WANTED**—1 15 h. p. Motor, Type RI—220 Volt, 60 cycle, single phase, with starter. Nebraska Farmers' Union Assn., Hastings, Neb.

## SCALES FOR SALE.

**NEW AND REBUILT** scales of all kinds. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

**ONE 100 BUSHEL FAIRBANKS HOPPER SCALE** For Sale, in A-1 condition. Price \$50.00. Address Andrew Ringlein & Company, Havana, Ohio.

**FAIRBANKS AUTOMATIC SCALES** for sale. Crated ready to ship. Grain augers, number of cast iron pulleys and shafting. All new, never been used. Farmers Grain, Fuel & Supply Co., Macomb, Illinois.

**LATEST TYPE 12 BUSHEL** Avery Automatic Scale for sale. Out of use account of enlarging elevator.

GOOCH MILLING & ELEVATOR CO.,  
Lincoln, Nebraska.

**500 BUSHEL FAIRBANKS Hopper Scale** \$250.00; 500 bushel Monarch Hopper Scale, \$150.00; 500 bushel U. S. Hopper Scale, \$125.00.

Richardson Scale Co., Wichita, Kans.

**RICHARDSON AUTOMATIC BAG SCALE.** New. Suitable for overhead track, complete, used 10 days.

Very cheap.

NATHAN KLEIN & CO. 210 Center Street,  
New York City.

**4 TON 14X8' FAIRBANKS WAGON SCALE**, Compound Beam, Shelf and Hangers, including complete steel frame, for sale. Scale used less than one year. Good as new. Price \$175.00.

HOWE SCALE CO.,  
Kansas City, Mo.

## SCALES REPAIRED AND SOLD

50 wagon scales, capacity from 4 to 15 ton. Any size platform in following makes: Fairbanks, Howe, Buffalo, Standard and Columbia. Each scale that leaves our factory is thoroughly overhauled and tested and guaranteed to be correct. We furnish competent men for outside work.

COLUMBIA SCALE CO.

2439 N. Crawford Ave. - - - Chicago, Ill.

## MACHINES FOR SALE.

**WILL YOU BUILD CONCRETE BINS?** We have for sale, cheap, 125 second hand jacks for this purpose. Address Concrete, Box 2, Grain Dealers Journal, Chicago.

**FOR SALE: BIG LOT** of elevator belting and cups, No. 9 Clipper, No. 1 Monitor Receiv'g Separator, Elevators, Shafting, Pulleys and Hangers. 20 carloads of everything in the elvtr. and milling line. A. D. Hughes Co., Wayland, Mich.

**TRACK ELEVATOR** For Sale. Suitable for loading wheat, oats, shelled corn, etc., from wagon to car or bin.

3½ H.P. Cushman Engine, mounted on truck, weight 1600 lbs.

Everything in A No. 1 shape, virtually new. Write for particulars and price.

WARSAW ELEVATOR CO.,  
Warsaw, Ohio.

## FOR SALE.

2—No. 60 Hess Furnaces complete.  
1—6" Fan complete with hangers and pulley.  
1—48-3x3 Deming Gearless Triplex Plunger Pump.

All in good condition.

Chicago Grain & Salvage Co.,  
332 S. La Salle St., Chicago, Ill.

## SECOND HAND Machinery For Sale:

One Erie City Ninety horsepower boiler in good condition.

One Ellis Grain Drier, capacity 350 bushels per hour, in first class condition. This is a good drier and it will pay you to investigate it.

One Richardson Automatic Scale, capacity 1500 bushels per hour. This scale is in good condition.

One No. 9 Oat Clipper, made by Huntley Manufacturing Co., Silver Creek, N. Y.

One No. 6 Cleaner made by the same people.

These are good machines and have been used but very little.

Address Miscellaneous, Box 6, Grain Dealers Journal, Chicago, Ill.

## SECOND HAND Machinery For Sale:

1—6x12 Eight Roller Mill, being 2—6x12 Mills connected together; good for short system mill.

1—7x14 Nordyke 4 Roller Mill.

1—6x18 Graham Single Roller Mill.

1—6x20 Todds & Stanley 4 Roller Mill.

1—Nordyke Swing Sifter for 100 Barrel Mill.

1—California Separator and Smutter 75 barrel Mill.

1 Richmond Bran Duster for 75 barrel Mill.

2 No. 3 Smith Centrifugal Reels.

1 Nu-Way Separator.

1 Lee No. 1 Perfection Wheat Peeler, 12 to 20 bushels per hour.

1000 feet Elevator Belting, 3-inch Cups.

100 feet 9-inch L. H. Spiral Conveyor.

30 feet 12-inch L. H. Spiral Conveyor.

Lot of other Mill Equipment, Pulleys, Belting, etc.

TEUSCHER & SON MCHY. SUPPLY CO.,  
527 N. Second Street, St. Louis, Mo.

## MACHINES FOR SALE.

**TWO No. 8 Boss Car Loaders** in good mechanical order. Address A. H. Richner, Crawfordsville, Indiana.

**MIDGET MILLS:** If you wish to buy or sell a Midget Mill from 25 to 60 bbl. capacity write me. All kinds of new and used mill machinery. H. C. Davis, Bonner Springs, Kansas.

**1 NO. 2 JOLIET Corn Sheller** for sale, perfect mechanical condition, practically new, has shelled only 10,000 bu. corn this season. Reason for selling have quit shelling corn. A bargain at \$500.00 f. o. b. Fayetteville, Tenn. Quick sale, need the room. Thornton Grain Company, Fayetteville, Tenn.

**GREAT WESTERN 2 pair High Roller, 9x24, Feed Mill**, rebuilt, for sale. Belt Driven. Never been used since rebuilt. One pair extra rolls, all newly corrugated; never been uncrated. Guaranteed A-1 in every respect. Will ship F. O. B. cars here. Address Feed Mill, Box 6, Grain Dealers Journal, Chicago.

**BOWSER MILL** for sale. Also—  
9x24 Barnard and Leas, 3 pairs high, feed roller mill.

The above in good condition.

Reason for selling, have discontinued feed business.

DROGE ELEVATOR COMPANY,  
Council Bluffs, Iowa.

**DO YOU** want a machine or machinery? Have you a machine or machinery which you do not use or do not want? Do you enjoy having discarded machines and machinery laying around in your way, to rust out, or would you prefer to exchange it for elevator supplies you need? Use this department. Get what you want. Put your idle capital to work.

## SECOND HAND Machinery For Sale:

One nearly new 22-inch Monarch B. B. Attrition Feed Grinder with drive and leather belt.

One No. 2 Richmond Grain Cleaner.

24 feet 2 7/16 shafting.

36 feet 10-inch Gandy Belt.

200 feet No. 76 detachable chain belting.

Quantity buckets, belts, pulleys, etc.

WM. M. MONROE & SON,  
Bronson, Michigan.

## REAL BARGAINS.

Prompt Attention.

Quick Shipments.

When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses stock, and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.

Write us without delay.

Geo. J. Noth, Mgr.,

9 S. Clinton St.,

Chicago, Ill.

## MACHINES FOR SALE.

## SECOND HAND Machinery For Sale:

One No. 4 Invincible Special Close Scouring and Separating Machine Single.

Two No. 6 Invincible Double Special Close Scouring and Separating Machines.

Two No. 38 Perfection Dust Collectors.

One No. 35 Perfection Dust Collector.

One No. 25 Perfection Dust Collector.

One No. 23 Perfection Dust Collector.

Three No. 15 Perfection Dust Collectors.

Five No. 6½ seventy-two inch twelve section Universal Bolter, 50 extra sieves each.

Three seven-foot by thirty-two inch round reel Flour Dressors.

Four Reliance Flour Packers, Tubes and Augers for barrels 98s—48c and 24 pound sacks.

One No. 6 Invincible Milling Separator.

On Barnard & Leas Packer for 98s & 48s.

One Case 9 by 30 Roller Mill with Girard Roller feeder.

One 9 by 18 three high Nordyke Marmor Corn roll.

One Columbia First Break Feed Governor 45 bushels per hour.

One First Break Feed Governor, 90 bushels per hour.

One Hercules Bran Packer.

Two 30 Inch ABC Steel Plate Exhaust Fan.

THE ARKANSAS CITY MILLING CO.,  
Arkansas City, Kansas.

**GALVANIZED TANKS**  
For Grain Storage. Quick Shipments.  
Get New Bulletin No. 280—100 pages  
Excellent Values in  
RAILS, CARS, ENGINES, MOTORS, SCALES, ETC  
**ZELNICKER IN ST. LOUIS**

**MACHINERY**  
For Grinding, Elevating and Conveying all kinds of grain of standard makes, from smallest to largest capacities.  
**GOOD AS NEW**  
**NEW AND 2ND HAND REBUILT FLOUR MILL MACHINERY**  
**Big Stock**  
We have the Largest Stock of 2nd Hand Flour Mill and Elevator Machinery in the World.  
Belting, Pulleys, Shafting, Elevator Buckets and Conveyor Bolting Cloth and Roll Grinding.  
Write for Net Price Book No. 78-B  
**B. F. GUMP CO.**  
THE MILL SUPPLY HOUSE  
431-437 South Clinton Street, CHICAGO, ILL.

## KEEP POSTED

## GRAIN DEALERS JOURNAL

305 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator..... Post Office.....

..... bus. State.....

Use Universal Grain Code and Reduce Your Tolls.

## IF You Knew

How easy it is to sell anything thru a want ad in this paper, you would send in your ad at once.

Try it. At least ask us about the success of others.

**Grain Dealers Journal**  
305 So. LaSalle St., Chicago, Ill.

## SEEDS FOR SALE—WANTED

### SCREENINGS WANTED.

CORN, WHEAT, Barley, Seed Screenings, Oat Clips and Elevator Offal. Send average sample. Geo. B. Matthews & Sons, 420 South Front Street, New Orleans, Louisiana.

OFF-GRADE WHEAT, BARLEY, Corn or Oats, Wheat Screenings, Corn Screenings, Corn Bran, Oat Screenings, Oat Clippings, Barley Screenings, Barley Chaff or elevator screenings of any kind wanted. Please send samples. B. J. Burns, 324 Chamber of Commerce, Buffalo, N. Y.

### WANTED.

SUBMIT us your samples of Country Run Screenings for best quotations. American Milling Co., Grain and Feed, Peoria, Ill.

## IOWA SEED CO. DES MOINES, IA.

Wants to buy or sell seeds

## GENUINE GRIMM ALFALFA

I have a limited amount of Genuine Minnesota Grown Grimm Alfalfa seed. Highest purity and germination. Write for sample.

H. I. DAVEY

Pine River

Minnesota

## WANTED

To buy Car Lots of

## Corn Cobs

Indiana Milling Co.

TERRE HAUTE, INDIANA

DEALERS RAPE JOBBERS  
SPRING VETCH  
ALFALFA  
CANARY SEED

I. L. RADWANER SEED CO.

SEED MERCHANTS

NEW YORK  
CITY

IMPORTERS

EXPORTERS

### SEEDS FOR SALE.

GOLDEN MILLET for sale; 1919 crop.  
D. H. CLARK & SON,  
Galt, Mo.

FOR SALE—MELILOTUS INDICA (Yellow Blossom Sweet Clover), carloads or less.  
PHOENIX FLOUR MILLS  
Phoenix, Arizona.

ONE car Alfalfa Seed, one car Timothy, one car Cane Seed for sale.  
Johnston Land Co., Seward, Nebraska

MEDIUM, Mammoth and Alsike Clover Seed of highest quality, for sale. We buy direct from grower. Ask for prices.

WM. M. MONROE & SON,  
Bronson, Michigan.

SEED CORN—Finest quality of Funk's Yellow Dent, Ninety Day Yellow Dent, and Silver Ring White Dent. Shipped shelled or in ears. Very low wholesale price.

L. C. BROWN,  
La Grange, Illinois.

WHEN IN THE MARKET let us hear from you. We are wholesale dealers in Sweet Clover, Sudan, Millet, Cane, Kaffir, Milo, Feterita, Alfalfa Seed, Seed Corn, Barley, Oats, Rye and Wheat, Poultry Feed.

BOWMAN BROS. SEED CO.,  
Concordia, Kansas.

TIMOTHY, RED CLOVER, SWEET CLOVER, CERTIFIED GRIMMS ALFALFA SEED, KENTUCKY BLUE GRASS, SOLID SEED, RED TOP.

If you want to buy better seeds for less money, ask us for samples and prices. We are long on these items.

WISCONSIN PEDIGREE SEED CO.,  
Oshkosh, Wisconsin.

### FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats, in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio

## Marshall Grain Co.

DISTRIBUTORS OF  
KAFFIR MILO

Weights and Grades  
Guaranteed at destination.

Responsible brokers wanted in all markets

517-18 Grain Exchange Building  
Oklahoma City, Okla.



## Field and Grass Seed Trade Directory

ARNHEM, HOLLAND.

Wm. E. Busgers & Co., European fancy natural gr. sds.

ATCHISON, KANS.

Manglesdorf Seed Co., The, wholesale seeds.

BALTIMORE, MD.

Belt Seed Co., The, importers & exporters seeds.

BELFAST, IRELAND.

McCausland, Sam'l, Ryegrass & Dogstail.

BUFFALO, N. Y.

Stanford Seed Co., Inc., The, wholesale field seeds.  
Whitney-Eckstein Seed Co., wholesale seeds.

CHICAGO, ILL.

Dickinson Co., The, Albert, seeds.  
Illinois Seed Co., The, grass and field seeds.  
Johnson, J. Oliver, seed merchant.  
Continental Seed Co., seed merchants.

CINCINNATI, OHIO.

McCullough's Sons, The, J. M., field and garden seeds.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.  
Crawfordsville Seed Co., seed merchants.

DES MOINES, IA.

Iowa Seed Co., buyers and sellers.

EVANSVILLE, IND.

Small & Co., W. H., seeds, grain and hay.

FARIBAULT, MINN.

Farmer Seed & Nursery Co., seed corn & grass seeds.

INDIANAPOLIS, IND.

Southern Seed Co., field and garden seeds.

KANSAS CITY, MO.

Harnden Seed Co., field & grass seeds.  
Missouri Seed Co., wholesale exports and imports.  
Peppard Seed Co., J. G., wholesale seeds.  
Rudy-Patrick Seed Co., wholesale seeds.

LAWRENCE, KANS.

J. Underwood & Son, grass and field seeds.

LINCOLN, NEB.

Griswold Seed & Nursery Co., seed merchants.

LOUISVILLE, KY.

Hardin, Hamilton & Lewman, grain & field seeds.  
Louisville Seed Co., clover & grasses.  
Wood, Stubbs & Co., grass & garden seeds.

MERIDIAN, MISS.

Kimrough Mitchell Seed Co., Southern seeds.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.  
Kellogg Seed Co., grass and field seeds.  
L. Teweles Seed Co., field seeds.

MINNEAPOLIS, MINN.

Dickinson Co., The, Albert, seeds.  
Minneapolis Seed Co., seed merchants.  
Northrup, King Co., wholesale seeds.

NEWBERN, TENN.

Cole Seed Saver Co., Japan clover wholesale.

NEW YORK, N. Y.

Loewith Larson & Co., grass & field seeds.  
Doughten, Inc., H. W., grass & field seeds.  
Nungesser-Dickinson Seed Co., wholesale seed merchants.  
Radwaner Seed Co., I. T., fld. & gr. seeds, ex. imprts.

OKLAHOMA CITY, OKLA.

State Seed Co., The, garden & field seeds.

PHILADELPHIA, PA.

Philadelphia Seed Co., Inc., The, wholesale field seeds.

ST. JOSEPH, MO.

Chesmore Seed Co., field seeds.

ST. LOUIS, MO.

Schisler, F. & G. S. Co., A. W., seed merchants.  
Manglesdorf, Ed. F. & Bro., wholesale field seeds.  
Newman & Malkemus, grass and field seeds.

ST. PAUL, MINN.

Jameson Hevener Co., shippers of field seeds.

SELMA, ALA.

Geo. M. Callen, seed grasses & hay.

TOLEDO, OHIO.

Flower Co., The, S. W., seed merchants.  
Hirsch, Henry, whole. flour, seed.  
Toledo Field Seed Co., The, clover, timothy.

WICHITA, KANS.

Ross Bros. Seed Co., fld. seeds, alf., kaffir, sweet corn.



# "Crop Insurance"



By Buying Hardy Wisconsin Grown

## CLOVERS

Medium

Mammoth

Alsike

Sold Under the

### Famous Krop-King Brand

By the

## MILWAUKEE SEED CO.

MILWAUKEE, WISCONSIN

# THE ILLINOIS SEED CO.

CHICAGO

ILLINOIS

IMPORTERS

EXPORTERS

**Buyers      Sellers**

Timothy  
Red Clover  
Alsike  
Alfalfa  
Sweet Clover  
White Clover  
Red Top

Blue Grass  
Orchard Grass  
Rye Grasses  
Hungarian  
Millets  
Sowing Rape  
Pop Corn  
Grain Bags, etc.

Field Peas  
Buckwheat  
Seed Corn  
Fodder Corn  
Hemp Seed  
Canary  
Sunflower

*Ask for Samples if Buyers*

*Mail Samples if Sellers*

## SEEDS FOR SALE—WANTED

**SEEDS** ANY and EVERY  
KIND CAR LOTS or LESS  
The Nebraska Seed Co.  
Omaha, Neb.

**TIMOTHY SUDAN RUDY PATRICK**  
**ALFALFA**  
**FEED MILLET SEED CO.** KANSAS  
CITY, MO.

**The Stanford Seed Company, Inc.**  
Wholesale Field Seeds :: BUFFALO, N. Y.

**The Mangelsdorf Seed Co.**  
Sweet Clover, Alfalfa,  
Soudan Grass, Millet, Rape.  
ATCHISON KANSAS

We Buy **SEEDS** We Sell  
**J. G. PEPPARD SEED CO.**  
Kansas City, Mo.

**HENRY HIRSCH**  
WHOLESALE FIELD SEEDS  
CLOVER — ALSIKE — TIMOTHY — ALFALFA  
Our Specialty  
All Other Field Seeds  
TOLEDO - - OHIO

The J. M. McCullough's Sons Co.  
**BUYERS — SELLERS**  
Field and Garden Seeds  
CINCINNATI - - OHIO

FLOWER, FIELD and LAWN SEED  
**J. OLIVER JOHNSON**  
Wholesale  
SEED MERCHANT  
1805-9 Milwaukee Ave., CHICAGO, ILLINOIS

**LOUISVILLE SEED COMPANY**  
INCORPORATED  
LOUISVILLE, KY.  
Headquarters for  
RED TOP AND ORCHARD GRASS  
BUYERS AND SELLERS  
OF ALL VARIETIES FIELD SEEDS

**Farmer Seed & Nursery Co.**  
Growers of Northern Grown  
SEED CORN, CLOVERS, TIMOTHY  
AND ALFALFA  
FARIBAUT - - MINN

**WOOD, STUBBS & CO.**  
(Inc.)  
LOUISVILLE, KY.  
Ky. Blue — Orchard — Red Top  
BUY AND SELL  
Also full line Garden Seeds

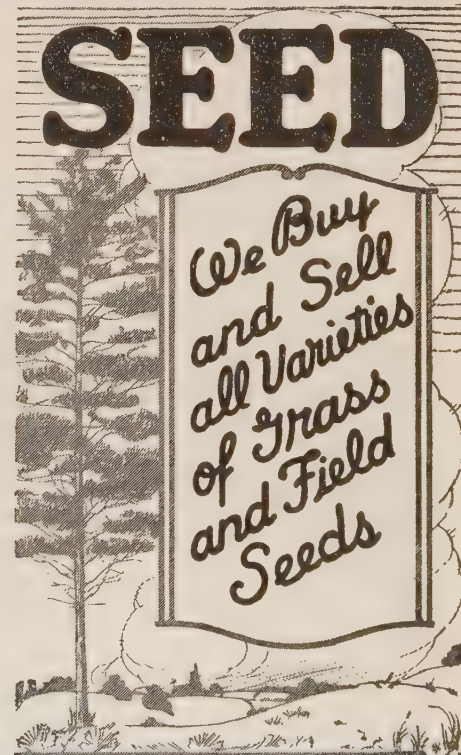
**Crabbs Reynolds Taylor Company**  
CRAWFORDSVILLE, INDIANA  
Buyers and Sellers  
CLOVER AND TIMOTHY SEED—GRAIN

DO YOU WANT the name and address of the man who should be working for you? Try an ad in the "Help Wanted" columns of the Journal.

**WHITNEY-ECKSTEIN SEED CO.**  
Wholesale Seed Merchants  
BUFFALO, N. Y.  
CORRESPONDENCE INVITED

IMPORTERS EXPORTERS  
**GRASS and CLOVER SEED**  
Buyers and Sellers of Timothy, Red Clover, Alsike, Alfalfa, White Clover, etc.  
**NUNGESSER-DICKINSON SEED CO.**  
New York, N. Y., U. S. A.

**The Toledo Field Seed Co.**  
Clover and Timothy Seed  
Consignments solicited. Send us your samples.  
TOLEDO, OHIO




**SEED**

We Buy and Sell  
all Varieties  
of Grass  
and Field  
Seeds

**The Albert Dickinson Co.**  
MINNEAPOLIS CHICAGO

REGISTERED BRANDS



**MINNEAPOLIS SEED COMPANY**  
WHOLESALE FIELD SEEDS  
**HARDY NORTHERN GROWN SEEDS OUR SPECIALTY**  
ASK OUR BIDS BEFORE SELLING. BUYERS, RECLEANERS, SELLERS. WRITE OR WIRE FOR SAMPLES AND PRICES.  
**TIMOTHY, CLOVERS, MILLETS**  
GRASSES, FORAGE SEEDS, SEED GRAINS, PEAS, BEANS AND SCREENINGS  
SEED ELEVATOR AND WAREHOUSES:  
34TH TO 35TH STS. AND RAILROAD  
AVE. SO., ON O. M. & ST. P. RY.  
P. O. ADDRESS: LOCK DRAWER 1546  
OFFICES: 3444 RAILROAD AVE. SO.  
MINNEAPOLIS, MINN.  
GRAIN ELEVATORS AND WAREHOUSES:  
35TH TO 37TH STS. AND RAILROAD  
AVE. SO., ON O. M. & ST. P. RY.

## SEEDS FOR SALE—WANTED

**Crawfordsville Seed Co.**

Crawfordsville, Ind.

**FIELD SEEDS****MISSOURI BRAND SEEDS**

Specialists

KANSAS GROWN ALFALFA  
MISSOURI GROWN BLUE GRASS  
**MISSOURI SEED CO.**  
KANSAS CITY, MISSOURI

H. W. DOUGHTEN, 59 PEARL STREET  
NEW YORK CITY

Importers, Exporters and Jobbers **Grass and Field Seeds**  
We Are Buyers of NEW CROP ALSIKE  
and Sellers of D. E. RAPE

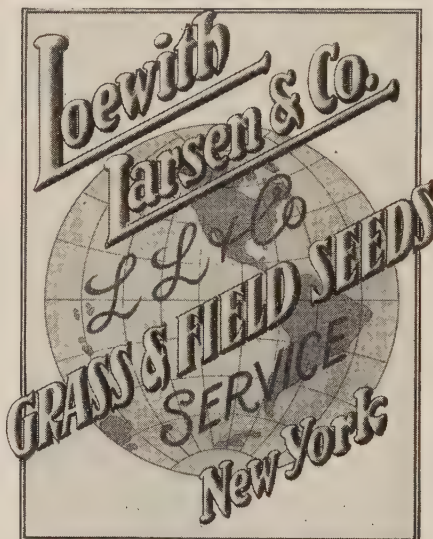
**SOY BEANS**

**O. M. Scott & Sons Co.**  
Marysville, Ohio

**The S. W. Flower Co.**

WHOLESALE  
**FIELD SEED**  
MERCHANTS

SPECIALTIES  
RED CLOVER, TIMOTHY  
ALSIKE  
**TOLEDO**  
OHIO



We are buyers of

Clovers, Timothy and Alfalfa  
**SEEDS**

Send Samples

**L. TEWELES SEED COMPANY**  
MILWAUKEE, WIS.

**WE BUY SEEDS**

Fancy Grains, Clovers, Grass  
Seeds, Timothy, Field Peas

Send Samples for Our Bids  
Sample Envelopes on Request

**NORTHROP, KING & CO.**  
SEEDSMEN

Minneapolis Salt Lake City  
Minn. Utah

Send Samples

Millets and Seed Grains

to

**THE BELT SEED CO.**

Importers and Exporters  
Baltimore

We Offer Alfalfa, Red Clover and  
Crimson Clover at Very  
Attractive Prices

**WANT A JOB?**

Advertise in the "Situation Wanted"  
columns of the Grain Dealers Journal.

**FOUR THINGS**

the advertiser considers before an advertisement is placed:

**CIRCULATION  
QUALITY  
INFLUENCE  
RATES**

The GRAIN DEALERS JOURNAL guarantees its CIRCULATION; boasts of the QUALITY of its circulation; has succeeded because of its INFLUENCE, and pays advertisers because its RATES are reasonable.

Upon readers patronage of its advertisers depends the success of the *Grain Dealers Journal* work. Will you mention it?

*Write to Kellogg*

We are paying top-o'-the-market prices for  
ALSIKE  
RED CLOVER  
WHITE CLOVER  
ALFALFA  
SWEET CLOVER

Send us Samples

Whenever you're in the market—to buy or to sell—in carload lots or less—it will always pay you to write to Kellogg.

**Kellogg Seed Co.**  
FIELD and GRASS  
184-5 FLORIDA ST. MILWAUKEE, WIS.

# GENUINE TURKESTAN ALFALFA

OUR OWN IMPORTATION

RECLEANED AND POLISHED

CARLOTS OR LESS

PURITY OVER 99%

GERMINATION 85% to 95%

F. O. B. Milwaukee.

Cotton Bags Extra at Value

Over a long period of years this variety has shown its adaptability to the Central and Northwestern States. Its superiority over South European and South American Seeds cannot be questioned. Our recommendation is based on farm results and field tests made with all varieties of alfalfa.

## COURTEEN SEED CO.

Wholesale Field and Grass Seeds

MILWAUKEE

WISCONSIN

### Grain Receiving LEDGER

A book designed for use by Grain Buyers who keep individual accounts with farmer patrons. Is ruled for facts regarding wagon loads received. Its column headings being: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit and Remarks.

Each of its pages of linen ledger paper, size, 8 1/4 x 13 3/4 inches, is ruled for 42 wagon loads and numbered. Each page may be used for one or more accounts as desired. A marginal index is bound in front. Bound in cloth with leather back and corners.

Form 43—200 Pages, \$3.50

Form 43XX—400 Pages, \$5.00

Grain Dealers Journal

305 So. La Salle St., CHICAGO, ILL.

### GRAIN SHIPPING LEDGER

Form 24. An indexed shipping ledger for keeping a complete record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and name indexed. The pages are 10 1-2 x 15 1-2 inches, used double.

The book contains 100 double pages. Atlas linen ledger paper is used. A 16-page ledger index in front will accommodate all names necessary. The book is tight bound in heavy cloth covers with leather back and corners. Price \$4.00

Grain Dealers Journal

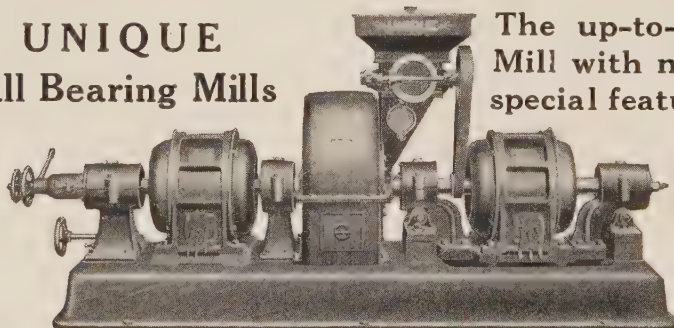
315 So. La Salle St. CHICAGO, ILL.

## No Doubt About Profits

in feed grinding. Many Grain Dealers are actually making big profits using

UNIQUE  
Ball Bearing Mills

The up-to-date  
Mill with many  
special features.



Give us the privilege of telling you WHY the UNIQUE is the Mill for you, and why it will give the greatest capacity per horse power. Write.

ROBINSON MFG. CO.

P. O. Box 411

MUNCY, PA.

Chicago Office; 416 Western Union Bldg.  
456 L St. N. E. .... Minneapolis, Minn.  
1131 S. 2nd St. .... Louisville, Ky.

79 Milk St. .... Boston, Mass.  
3325 Archwood Ave. .... Cleveland, Ohio  
39 Cortland St. .... New York City



## For Their Largest Grain Leg They Selected — LEGRAIN

***Legrain!*** Exactly 482 feet of Goodrich "Legrain." "Legrain" is elevating grain from the foot pulley to the top of the Washburn-Crosby Company's largest grain leg—a height equivalent to that of a 15-story skyscraper. "Legrain" was chosen on its merits above all others for this service.

That *aging-quality* of "Legrain" gives it the strength and vitality to average—not two, three or four years' service—but *ten to fifteen!*

And all this is also true of "Carigrain"—the twin brother of "Legrain," designed especially for horizontal grain carrier service.

Send for our booklet telling in detail why "Legrain" and "Carigrain" are superior—the quality pair for grain service.

**Goodrich  
"Legrain"  
Belt**

THE B. F. GOODRICH RUBBER COMPANY

*Akron, Ohio*

*Best in the Long Run*



## GRAIN DEALERS JOURNAL

Published on the

10th and 25th of Each Month at  
305 So. LaSalle Street, Chicago, Ill., U. S. A.

Charles S. Clark, Manager

**SUBSCRIPTION RATES to United States,**  
semi-monthly, one year, cash with order,  
\$2.00; two years, \$3.60; three years, \$5.00;  
single copy, 15c.

**To Foreign Countries within the Postal**  
Union prepaid, one year, \$3.25; to Canada,  
\$2.75.

**THE ADVERTISING value of the Grain**  
Dealers Journal as a medium for reaching  
progressive grain dealers and elevator men  
is unquestioned. The character and number  
of advertisements in its columns tell of its  
worth. If you would be classed with the  
leading firms catering to the grain trade  
place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

**LETTERS** on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

**QUERIES** for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, APRIL 10, 1920

**THE APRIL CROP REPORT** forecasts that the coming wheat crop will be so light no government control will be needed to help dispose of it.

**OUR LEAKING IN TRANSIT** column proves conclusively that grain dealers are getting a few cars and evidently they are all leaking grain.

**ON SEEDS PAGE**, this number, is a typical case of Congressional squandering of country seeds to "constits" residing on Philadelphia's paved streets.

**INTEREST ON ADVANCES** made on grain shipments is getting so high, some shippers will, no doubt, prefer to bill their grain open and use their own capital in carrying the shipment to market.

**THE AUTO** truck is rapidly becoming the leading factor in getting grain to the elevators of the grain surplus states of the Mississippi valley, but, on the Pacific coast, the mule is still doing his part as is illustrated in this number.

**PER CAPITA** circulation increased from \$54.56, Apr. 1, 1919, to \$55.84, Apr. 1, 1920, just enough to pay our federal taxes, keep the currency inflated and the H. C. L. will remain with us.

**ACCIDENTS** reported in this number include the winding of two grain elevator men around shafting and the pitching of another man from the top of bins. Proper protective apparatus would have prevented all these accidents and saved two valuable lives. Elevator men seem ever willing to take too many chances.

**BUSINESS FAILURES**, the fewest in forty years, is less surprising when we consider that it is easy in these flush times to sell out instead of failing. Also, it is more profitable to the seller.

**ADULTERATION** of cotton seed meal is getting more common, judging by the 9 cases reported elsewhere in this number, prosecuted by the Bureau of Chemistry. Altho the number of manufacturers of mixed feeds has greatly increased, but few of them are found guilty.

**THE WOULD-BE** shipper, who persistently demands good cars to relieve the congestion of his elevator, is generally the first to get cars. He has the train crews and station agent, as well as some of the officials higher up looking out for cars. He keeps them advised of his pressing needs.

**RECENT FIRES** have disclosed two very expensive practices of country elevator operators. A number of elevators have been burned when the houses were full to the roof, and the contents but partly insured. Taking such wild chances is surely dangerous and inexcusable.

**WHEN** farmers are too busy in the fields to haul grain to market, the local expressman might be induced to put in some of his idle time giving them a lift. Expressmen in some towns are keeping extra trucks busy hauling to and from the farms. By careful planning they get a load both ways.

**A WISE CORRESPONDENT** quoted in this number, says: "We sold because there was not business enough in town to support two elevators." If more ambitious grain firms would recognize the truth of this statement, more of them would make an easy living and fewer would become bankrupt.

**LIGHTNING** struck a Missouri elevator recently, resulting in a loss of \$40,000. That is once that a properly installed lightning rod would have paid for itself many times over. Some of the mutual companies are now giving policyholders a sufficient credit for the installation of lightning rods to pay for the best protection obtainable in this line in a few years.

**RIGHT OF WAY SITES** for grain elevators should earn for the carriers a fair rental charge, no more, and no less, as stated by Judge Henderson, commerce counsel of the Iowa Railroad Commission, elsewhere in the Journal under the caption "Elevator Site Rentals." As stated, public policy demands that sites be accorded at no more than a nominal consideration.

**WIND STORMS** in different sections of the country have made much trouble for grain elevator operators recently. Some houses have been wrecked and many of them have been unroofed. While no building could withstand the force of the storm as expressed at some points, the damage done to many elevators proves that roofs properly installed do and will withstand many storms. Elevator men who waste their time and money installing tissue paper sheet iron or cheap prepared roofing cannot expect to escape trouble even during a moderate blow.

**FREIGHT CHARGES** must be paid promptly after July first, unless shippers convince the I. C. Commission that it is impracticable to require or permit carriers to hold shipments until freight charges have been paid. Shippers who have any clear-cut convictions in this matter should make them known to the I. C. Commission, which will hold a hearing in Washington, April twentieth.

**GRAIN RECEIVERS** and others sending much mail to country elevator operators owe it to themselves and an overburdened Post-office Department to correct their lists more frequently and save their postage. Quite frequently we learn of much mail going to firms long since out of business, and market information is frequently placed in the hands of persons who have no right to it.

**WHAT** became of the data regarding the grain business collected two years ago by the Bureau of Markets and the Federal Trade Commission? Was the purpose to get information for the public or simply to make places for heaters? Grain merchants generally opened their books to the investigation, expecting the results would be made public. In fairness to them and the public, the conclusions should be made known.

**THE SHIPPER** who plugs his loads has no friends in the trade. As was clearly shown by the discussion of a plug shipment at Des Moines last week. No dealer had a word to say in defense of the plugger, and all agreed that when found and convicted, he merited the full responsibility of his attempted deception. The old inspection rule required the inspector to give the plugged load the grade of the poorest grain it contained.

**THE U. S. Grain Corporation** is to be investigated by a sub-committee of the Senate headed by Senator La Follette, whose pig-headed prejudice against the grain trade generally and the grain exchanges in particular will surely warp his treatment of the controversy. The trade will need strong representation before the committee or the investigation will go far beyond the lines contemplated by the Senate resolution.

**BAGGING** grain may assist the farmer in getting all of his grain to town without loss, but it is not necessary to pay freight on the bags to get the grain to the terminal markets, because box-cars can be made grain tight and the expense of loading and unloading the grain as well as handling heavy bags of it is obviated. Bags and labor are becoming so expensive, mechanical handling facilities must soon be adopted everywhere. Ox-cart methods are obsolete.

**"WE EXPECT** to erect an elevator when the price of building material gets down," writes an Iowa dealer in this number. There are many dealers nursing this same expectation, but early declines are doubtful unless a more vigorous effort is made to deflate our bloated currency or a panic temporarily suspends all business. The high cost of producing everything, while partially due to the increased cost of labor, must largely be credited to an inflated currency, and an unheard of demand.

THE STEADY ELEVATION of the grain trade to a higher plane thru association and arbitration is the natural evolution thru arbitration decisions such as that published elsewhere on "Buyer's Duty to Pay Drafts." Each grain man is his brother's keeper. Having chosen a party in good standing, with whom to do business, the least the dealer can do is to honor his drafts, and as one friend would accommodate another, trusting to correspondence and arbitration to iron out the difference.

THE REPORTS of the mutual fire insurance companies, which we have published or reflected in our columns at different times this year, show very clearly that the grain dealers are standing by their friends. The stock companies may persist in their hysterical attempts to capture mutual business, but the grain dealers have found mutual fire insurance so inexpensive during recent years that few who can obtain a mutual policy will think of turning their business over to the stock companies now.

COUNTRY elevator men, who lost money on handling the wheat of the crops of 1917, because the Government reduced the price to \$2.20 when they were unable to get cars to ship it, shud join with the state ass'ns in their efforts to have the known sufferers reimbursed. A bill will be introduced in the lower house of Congress next week for this purpose, so dealers who were forced to lose on wheat bot in the course of their regular business shud make their losses known now and share with the others in the work of having the matter properly presented to Congress.

GRAIN MEN are retiring from business, selling out and moving away in numbers that prove puzzling. True, they have been compelled to conduct their business thru a most trying period of government regulation and interference, but it looks now as tho governmental supervision will end with May. No one has enjoyed the interference, but grain men who have loyally supported the Government in its effort to make good its wheat guarantee, will surely enjoy doing business in an unrestricted market in the days when the Grain Corporation is no longer a disturbing reality.

SO LONG as the bears persist in selling what they cannot deliver they must expect to get squeezed, just as they would have squeezed the bulls had conditions developed favorably to their position. Any Governmental interference with the grain dealer's right to buy or sell is an infringement of the citizen's right to contract, and if this be taken away or even restricted in the slightest degree the production as well as the selling of commodities for future delivery will be discouraged. A free, untrammelled market will reflect most accurately and quickly conditions of supply and demand, which producers and consumers should know for the efficient protection and promotion of their own interests. Politicians are ever willing to paint false pictures on the curtain in the hope of getting their own names in the spotlight.

SHIPPERs who are frequently asked by the railroad station agent for a statement of loading and outturn weights on shipments of grain will prove their confidence in their own weights by giving up the information. However, they shud not overlook the fact that the railroad claim agent is probably trying to learn if shipper's average overage equals his average shortage. If shipper's scales are not weighing accurately, the sooner he learns of it the better for his cash box.

FORGED S/O Bs/L will continue to contribute to the general expense of marketing grain until the railroads refuse to issue such forms until the freight has been received and then number those issued at each station consecutively and have them signed in ink by the station agent. Had these precautions been taken, Chicago and Milwaukee bankers would have been protected from the dishonesty of Herman Blumson, now in durance vile. Their losses must be made up by those who come after. The elimination of this hazard of honoring drafts against such Bs/L would eventually result in a reduction of the banks fees.

STRIKES and sleet storms may interfere with the railroads and the telegraf wires, but they do not permanently interfere with the navigation of the air, so a Nebraska dealer, who recognized the necessity of getting a number of shipments started to their destinations in March, as is fully reported elsewhere in this number, traveled 500 miles in a biplane and got advantage of an old freight rate which was withdrawn April 1st. It will always be of advantage to enterprising dealers to keep in touch with experienced aviators, so that they may safely travel above when the surface transportation companies refuse to function.

RESOLUTIONS of a trade convention shud reflect the thots uppermost in the minds of the dealers in attendance at the meeting and the organization shud be sufficiently in earnest in the matter to follow up each resolution with active propaganda—letters, telegrams and personal calls. Then would the organization wield a real influence and be recognized as a worker of needed reforms. Inanimate, half-hearted efforts never get the trade anywhere. Improved conditions can be brot about thru organized effort, but resting content with the adoption of resolutions will never get an association very far on the road to better business.

THE FRIENDS of high taxes and the champions of waste will be pleased to know that the Government is again distributing a lot of worthless garden seeds. Philadelphians have been flooded with so much of the worthless stuff recently that they are protesting. If every self-respecting citizen would send back his packet to his misrepresentative in Congress and request that the money be spent for some good purpose, the members of Congress might be induced to reform permanently. The appropriation for this free distribution has been dropped from next year's agricultural bill, but, no doubt, it will be reinserted later unless the sufferers protest vigorously enough to be heard.

ALL MAIL passing thru the Chicago Post Office is being delayed because the express strike has swamped the Post Office and all its branches with parcels post mail. Congress has failed to appropriate sufficient funds to employ the help needed to handle the mails and little relief can be expected until the express companies are again working thir usual force. Permanent relief will be obtained when the Post Office department is placed in the hands of a commission of business men or enough money is appropriated to secure efficient employes who will stay hired. The country is paying much more than double the present postal rates for the poor service, and the business of some firms is crippled beyond repair, yet Congress goes on talking.

RAILWAY STRIKE LEADERS, who crowned their successful wage holdups with the passage of the Adamson Act, are dumb-founded at the don't care attitude of the railway managers. The brotherhoods were wont to declare, "Give us more money, or we will go on strike and cause your stockholders to lose money." This club has been taken away from them by the Transportation Act, guaranteeing a return irrespective of strikes. In other words, a strike now is not against the railroads, but against the public paying taxes; and if the switchmen will carry matters far enough, our legislators at Washington will be encouraged in the public interest to enact a law prescribing drastic penalties for interference with interstate commerce by strike conspirators.

WATERWAY DEVELOPMENT has always been looked upon with favor by grain shippers, because the competition of water transportation has always helped to keep down rail rates to a more reasonable figure. However, shippers cannot forget that waterways thru the icebound regions of the north cannot be kept open many months of the year. The same amount expended in the establishment and maintenance of a four track all rail route to the seaboard would result in cheaper transportation twelve months of the year. New York State has spent enough money on the Erie Canal to build and maintain an eight track route to the seaboard, which could carry freight from Buffalo at even less than the canal boats generally charge now, and every month of the year.

FEED GRINDING is becoming a side line in many new elevators, and those not grinding for their customers are expanding their operations in commercial feedstuffs. The advantages of using a balanced ration have given so much more satisfactory results to feeders than straight grain of any kind or quality, few feeders are now disposed to waste good grain in order to avoid buying the feed most relished by their stock. Our news columns this issue tell of an unusual number of feed grinding installations. All elevator men can afford to install complete equipment for grinding chop and feed of different kinds, because it gives them greater utilization of their power and mechanical facilities. Then, too, it attracts some trade they would not otherwise get. Dealers who have added feed grinding as a side line invariably are well pleased with the results.

### Will Collect Clear Record Claims.

Where grain shipper's loading weight is known to be correct and destination weight can be shown to be accurate, claims for loss of grain in transit on what the railroads call clear record cars can be collected in spite of Order No. 57.

The common law and the ruling of the I. C. Commission both sustain the right of the shipper to collect for all his grain lost by the carrier. The U. S. Railroad Administration, by ordering Claim Agents to decline grain shortage claims on cars having a clear record hoped to bluff shippers out of claims which merited prompt payment, and in many cases gained their point. However, Order 57 is in defiance of the common law and will not be upheld by the courts, so attorneys in different grain terminals are joining with Mr. Coon in taking depositions in such cases for the purpose of bringing suits and forcing the carriers to pay what is justly due the shippers. If enough suits are brot the Railroad Administration will no doubt revoke the order and pay what is due shippers regardless of the clear record of the car. In the past the railroads have relied on the expense of individual suits to protect them from these claims, but as each shipper can incorporate all his claims in one suit the cost per claim will prove trifling.

The more suits the shippers bring to collect for their losses in so-called clear record cars and the more vigorously these suits are pushed the sooner will the railroads recognize the illegality of Order 57 and pay these claims just as they should do.

### Federal Trade Commission in New Scheme.

Evidently feeling that its continued attacks on the packers are no longer getting the response from the public that the advanced socialists describe as the "reaction," the Federal Trade Commission will soon start a new propaganda to advertise itself as the enemy of the hated middleman.

The publication of its brochure on "The Wholesale Marketing of Food," inaugurates the new drive, and is excused as being one of the series in food investigations ordered by the President, but the Commission must have slipped in apparently exposing the government railroad administration by its statement that "careless handling, improperly equipped cars, delays in moving while foods are in railway transit to market are the causes of large and unnecessary losses and expenses to dealers and shippers."

Municipal wholesale markets are advocated by the Commission to cut out the middleman, oblivious to the fact that this has been tried out and failed in the United States. Public markets erected at municipal expense have fallen into disuse. As a "feeler" the Commission says:

"During the war many regulations of the marketing processes were effected through the Administration's licensing power granted under the Lever Act of Congress. Most of these were clearly beneficial to producer and consumer as well as to the honest dealer serving a necessary function and SHOULD BE MADE PERMANENT."

Grain dealers who may have the opportunity should give an immediate "reaction" to this

feeler, by declaring to their representatives in Congress that the public is tired of bureaucratic interference with production and trade and wants none of the F. T. C.'s municipal markets.

### Dependable Shipping Scales Necessary.

The day of estimated weights is gone. No grain shipper can afford to estimate his weights or place reliance on a wagon scale weights, where grain is weighed and loaded direct into the car.

As is again pointed out by Mr. Coon in his able article appearing elsewhere in this number, it is the duty of grain shippers to provide dependable weighing facilities for accurately determining the weight of grain which they load into cars.

I. C. Commission's decision in docket 9009 emphasizes the commission's reluctance to require the railroads to accept wagon scale weights as accurate or dependable. So many shortages have been caused by farmers delivering load to wrong car, or failing to unload all grain from wagon before it left car, that even the shippers themselves must look with suspicion upon wagon load weights sent direct to car.

Grain values have attained such heights during the marketing of recent crops that no grain shipper who recognizes the necessity of accurate weights will think of depending upon any weighing device of doubtful character, or upon any loading arrangement which may fail to deliver the full amount weighed to the exact car for which it was intended.

A correspondent in this number complains of a shortage of twenty-nine bushels in a car of rye, altho he has no knowledge of the mechanical facilities used in weighing his shipment at destination. While his own facilities have not the endorsement of the Commission, the facilities at destination may have been no better. It is hardly fair to expect the railroads to make good on every shortage claim, unless weighing facilities used at both initial and destination points are known to be accurate and dependable. Shippers, who recognize the necessity of knowing positively how much grain they place in each car, will quickly install modern shipping scales of known reliability.

A Wisconsin shipper in this number also complains that his shipment was sixteen pounds short. Inasmuch as his shipment consisted of clover seed, at \$48 per hundred, he was entitled to have his shipment weighed carefully over a reliable scale, and, no doubt, if he had sent advance notice of his weights to the consignee, an extra effort would have been made to check up on his weights before the identity of his shipment was lost.

The high prices ruling at present make it necessary for both consignors and consignees to exercise greater care and accuracy, not only in weighing, but in every transaction connected with shipments of high priced grain. Slack methods of the days of eight-cent corn and fifty-cent wheat have no place in the grain trade today. Accurate weights and exact methods must predominate with dealers who desire to survive.

### The Spring Wheat Grades Hearing.

The hearing on Spring wheat grades in Chicago last week, before the Honorable Secretary of Agriculture, disclosed a very strong sentiment among the grain dealers and millers against any change being made in the wheat grades at the present time, and the champions of the proposed changes did not seem able to advance any convincing reasons for the changes sought, so it does not seem likely that the trade will hear any more from the proponents of the so-called reform for at least another year. That will give the grain trade an opportunity to try out the new wheat grades under an unrestricted market, and then, if it is thought fit to make any changes in one class of wheat, the improvement will be extended to all classes, so that the grading rules cannot be used to the disadvantage of the producers of one section against those of another.

Manufacturers and others who buy wheat in the terminal markets discriminate very sharply against any inferiority in quality, regardless of the grade assigned a given shipment by the grain inspectors. It has been pointed out many times in the past, and it was frequently repeated at the recent hearing, that no grading rule authority has yet discovered how to legislate value into grain of any kind. New rules might mislead buyers temporarily, but the grinding test would soon show up the deficient discrimination of the buyer and show him what is wrong.

FINANCING country elevator men in hope of getting the major portion of their shipments, a practice long common with the grain receivers of the Northwest, is likely to be greatly restricted on the coming crop. The future is too uncertain for even the strongest financial institutions to make long time, unsecured loans. The inability of shippers to obtain cars to market their grain has tied up the capital of many receivers during the past season until the suspense has proved most trying and the interest charges very discouraging. Some Northwestern receivers will henceforth strive to secure shipments on the strength of service rendered. Buying shipments with liberal loans has always encouraged weak dealers to take wild chances and to indulge in speculation which they would not think of trying with their own capital. The trade would be on a much safer basis if all receivers would abandon the old system of financing shippers.

GRAIN DOORS seem to be as difficult for country grain shippers to obtain as grain cars. So many of the elevators are still full of grain, some shippers have sought to remedy the difficulty by buying grain door lumber on their own account. Others have persisted in striving to induce local station agent to buy it for them. Most roads have instructed their agents to provide lumber in case the supply of grain doors is exhausted. The matter of reimbursing shippers for money so expended does not come within the province of the claim agent. Such bills should be presented to the division superintendent, who is directly in charge of operation. Holding cars awaiting the arrival of grain doors during a scarcity of cars like the present seems criminal. Each day's idleness of a car costs the carrier far more than the lumber which it must ultimately supply. Shippers who have suffered any delay thru lack of doors or lumber can, no doubt, have the matter remedied by appealing to superintendent of the division upon which they are located, but do not hold up a car and delay your own grain.

## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### To Get Arbitration.

*Grain Dealers Journal:* Will the Journal give us information as to the proper way to get a claim before the arbitration committee? We have been trying to effect a settlement with a mill on excess charges for handling grain sold on track; but so far we can not come to an agreement.—Smith & Wingard, Mongo, Ind.

*Ans.:* If both parties are members of the Indiana Grain Dealers Ass'n, write Chas. B. Riley, sec'y, Indianapolis, stating the case and requesting arbitration.

### Financing Wheat Holdings by Warehouse Receipts?

*Grain Dealers Journal:* In order to finance our wheat purchases the coming season we wish to issue warehouse receipts and offer same as collateral.

We should like very much to have instructions as to the proper procedure in order to do this.—Central Mill Co.

*Ans.:* To be in good standing with the federal reserve banks the warehouse receipts should be issued by a separate corporation.

The warehousing business may be conducted as a private business, or as a public business under the laws of the state or under the new federal Warehouse Act.

The federal law is quite liberal. The first grain warehouse license under the federal law was issued Jan. 12 to the Mero Mills of Nashville, Tenn.

Application for a license should be made to the U. S. Department of Agriculture, Washington, D. C. Full information for those desiring to become warehousemen under the act is contained in the 46-page pamphlet, "Circular No. 141; Regulations for Grain Warehouses," sent on application to the Department of Agriculture.

A digest of the provisions of the Act was published in the Grain Dealers Journal Nov. 10, page 857.

### Wants Closer Weights on Clover Seed?

*Grain Dealers Journal:* On Feb. 16 I shipped 3 bags of clover seed, weighing 316 lbs., with a car of barley, to one of the leading grain commission firms for sale. When I received the returns I was paid for only 300 lbs., a difference of 16 lbs., which on an article that sold at \$48 per 100 lbs., amounted to \$7.68.

The Chamber of Commerce certificate showed it was weighed on a wagon scale, gross 2460, and tare 2160, leaving net at 300 lbs. I understand that large scales do not weigh the 5 lbs.; but I think that merchandise that sells at 48 cents per pound should be weighed more carefully. If the return had been 310 lbs. I would have thought nothing of it. Is there any way I can make claim?—A Wisconsin Reader.

*Ans.:* The Chamber of Commerce certificate is an official weight and shipper has no recourse. He must accept the certificate as final.

The wagon scale beams show odd pounds, so there is no reason to believe the weighman threw off the pounds above the even figure.

The shipper could have protected himself in advance by advising the commission merchant of his weight and asking a reweighing if the bags fell short more than 3 to 5 lbs.

The best practice, and which is followed at some leading markets, is to weigh all seeds on platform scales, which are moved about from place to place to the cars. These scales will hold as many as six sacks of seed at a draft and show the exact odd pounds.

### Seed Must Be High Test?

*Grain Dealers Journal:* I sold the Portland Seed Co. five to seven tons of golden bantam seed corn at \$7 per 100 lbs. I shipped the corn, but they discount me and do not want to pay the balance. They write that the test was light.—J. O. Goodwin, Wilder, Idaho.

*Ans.:* Anyone who sells corn for seed virtually warrants that it is fit for seed, and if the test shows poor germination, the buyer can reject the seed.

### Failure to Note Full Loading on B/L.

*Grain Dealers Journal:* On March 1, we shipped to Buffalo a car of oats, containing 66,304 lbs., failing to mark B/L "Loaded to Full Visible Capacity." March 26, we received expense bill from our commission house and have been charged \$33.52, or full freight on 80,000 lbs.

Is there any way to collect this overcharge from the railroad, and, if so, how?—H. W.

*Ans.:* The higher charge was lawfully made according to the tariffs, but shipper can recover by making claim, if he can get the B/L corrected, by convincing evidence that the car actually was loaded to full visible capacity.

### Contents of Grain Tank?

*Grain Dealers Journal:* How many winchester bushels are contained in a cylindrical tank 10 ft. in diameter and 70 ft. deep?—E. J. Becker, Chicago & St. Louis Elevator, Chicago, Ill.

*Ans.:* Find the number of cubic feet in the tank and divide by the number of cubic feet in a bushel. The result is the number of bushels.

To get the area of any circle, multiply the square of the diameter by the decimal .7854. Thus: 10x10 equals 100, multiplied by .7854 equals 78.54 sq. ft., and multiplying this again by 70 equals 5,497.8 cu. ft., or, as there are 1.728 cu. ins. in a foot, 9,500,176.4 cu. ins. Dividing this by 2,150.42, the number of cubic inches in a winchester bushel, gives 4,417 as the bushel capacity of the bin.

### Failure to Furnish Grain Doors?

*Grain Dealers Journal:* I applied for grain doors and was advised that they had none and would not furnish lumber for grain doors. Then I bot lumber from the yards, but when I presented my bill they refused payment. How can I collect my money?—Paul Zobisch, Zobisch Grain Co., Butler, Okla.

*Ans.:* The tariffs and the regulations of the railroad companies authorize and require the local agent to furnish grain doors. When none are on hand the agent is authorized to buy lumber. As there is no tariff provision for paying the shipper he can not recover by claim or suit; but should be able to persuade the local agent to pay the amount.

If the shipper can prove the railroad company refused to furnish doors he will have good grounds for recovery of damages just the same as tho he had been refused cars, on the ground of discrimination, as the same railroad company is supplying doors to other shippers and at other stations, so it is a case of unjust discrimination.

### Recovery for Shortage?

*Grain Dealers Journal:* We shipped a car of rye to a Grand Rapids dealer about the first of the year. Our weight was taken over a wagon scale with type-registering beam as each load was hauled and put in car. The buyers reported the car 29 bus. short and when we asked them for an official weight certificate they sent us the sworn statement of their weighman that it was all they received. Can they collect the shortage under these conditions?—Dighton Grain Co., Dighton, Mich.

*Ans.:* The weights at both ends are open to suspicion. Many drafts on a wagon scale are not as good as one draft on a carload hopper scale; and the sworn certificate of the man employed by the buyer is not as good as an official certificate, unless the contract provided that buyer's weights would govern.

If shipper has good proof that his scales were correct and that each load went into the car he can recover unless the railroad company proves the buyer's scales were wrong.

### What Allowance for Delay in Transit?

*Grain Dealers Journal:* Will thank brother dealers to advise us what, under normal conditions, is considered, in connection with claims for delays in transit, average travel for grain, seed, etc., in car lots and what allowances, if any, should be made for junction points.

Would like to see answer to this in the next issue of the Journal.—Pittman & Harrison Co., Sherman, Tex.

### Rule for Measuring Snap Corn?

*Grain Dealers Journal:* In reply to C. W. Bleuler, in "Asked-Answered" I would say rule for the measurement of snapped corn could easily be formulated from the data in Farmers Bulletin No. 1029 of the U. S. Dept. of Agriculture.

The author of this bulletin states that 5 pounds of shelled corn occupies about 1.1 cu. ft. of space; 56 pounds of shucked corn occupies about 2 cubic feet of space; 56 pounds of slip-shucked corn occupies about 2.5 cu. ft. of space and 56 lbs. of corn with full shucks occupies 3.6 cu. ft. of space.—K. E. Seeds, grain supervisor, Atlanta, Ga.

*Ans.:* Fifty-six pounds of dry shelled corn testing in the kettle 56 pounds to the measure bushel should occupy 2,150.42 cubic inches, or 1.24 cu. ft., instead of 1.1 as stated by the author of the bulletin. His figures on shucked corn are open to question, as the ears would have to be very dry, with big kernels on small cob, to get a bushel of shucked corn into 2 cubic feet of space.

### Freight Charge on Actual Weight?

*Grain Dealers Journal:* On Feb. 21 I had a car containing 57,600 pounds of oats shipped to me here from Broadmoor, Ill. On March 12 I had a second car containing 52,800 pounds of oats sent to me here from Broadmoor. Both cars were billed at 60,000 pounds, the market capacities of the cars, and this notation was made on the B/L, "Loaded to roof." I want to know if it was right to collect freight on 60,000 pounds, or if freight collection should have been based on actual weight in the cars, said weight being full capacity. Also, is the rate of 17 cents cwt. from Broadmoor, Ill. to Eldred, Ill., C. & N. W. via Peoria C. & A. correct? It seems a little high to me.—John Langer, Eldred, Ill.

*Ans.:* "Loaded to the Roof" may be termed slang and may be objected to by the rate clerk as not the same as "Loaded to Full Visible Capacity," as required by the tariffs. Although shipment has moved and the expense bill has been rendered, the overcharge can be recovered by having the B/L corrected and making claim.

The rate is high, because it is not a direct route, but a combination over two lines. The railroad company should be asked to explain why the charge is 17 cents, when the sum of the two locals, 6½¢, Broadmoor to Peoria, and 9½¢, Peoria to Eldred, is only 16 cents. It is probably an error.

### Delay in Carrier's Notice of Refusal

*Grain Dealers Journal:* On a shipment of car hay to a point and refused, if no advice of refusal is furnished by the railroad until about two weeks after shipment refused car the railroad be held for any loss? Should the shipper handle the car to best advantage and make claim for any loss? Is there any court decision covering the matter?—Henry Howard.

*Ans.:* As soon as the delayed notification is received the property becomes subject to shipper's order, and is at his risk. No demurrage accrues against the consignor until notified of rejection. It is consignor's duty to handle car to best advantage and make claim for loss. Following is a decision of the Supreme Court of New York covering this point:

**Duty of Carrier to Notify Shipper of Refusal.**—Where a consignee refused goods, when tendered by a carrier, and claimed he had never purchased them from the consignor, the carrier must not only store the goods, but exert reasonable efforts to inform the consignor of the facts, or it will be liable for injury to the

goods. Where a consignor seeks to recover from a carrier damages to goods, refused by the consignee when tendered, on the theory that the carrier should have given notice of refusal, the carrier may show that it mailed a notice to the consignor, stating that the consignee had refused to receive the goods. *Fine v. Barrett*. 142 N. Y. S. 533.

## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### New Car Sacrificed to Carelessness.

*Grain Dealers Journal*: I got a practically new car a few days ago which had been used to carry machinery. Where the iron had bounced against the wood siding was a large hole. Why do railroads continue to smash Al cars by carrying loose machinery while nearly half of the freight cars today are unfit to carry grain.—Edw. Carlin.

### Grain Doors at Railroad's Expense.

*Grain Dealers Journal*: Recently the railroad has failed to supply our station with grain doors or lumber for making grain doors, so rather than delay the cars and grain I have got the necessary lumber from the local yard and had it charged to the railroad. Station agent refuses to pay or O. K. the bill. As I guaranteed the bill I am interested in getting it paid. Has the Interstate Commerce Commission made any rulings on who shall supply the grain doors or lumber?

How can we collect for the lumber already supplied?

How can we get a supply of doors or lumber and avoid delay and expense in the future?—Hawkeye.

### Loading Spout Still Unsatisfactory.

*Grain Dealers Journal*: We moved our loading spout over to the east side of the elevator and raised the top end, giving it more pitch, but still it does not throw the grain as it should. We tried it without the scales, by letting it run from the elevator head right to the spout, and then into the car in a steady stream. The grain then hit about half way up on the end of the car, but when we came to run it into the automatic scales and drop it into the spout in 10-bushel dumps, it did not throw nearly so well. As I told in my last letter published in the Journal, Mar. 10, page 55, the ends of the pipe are not screwed close together at all the joints.

We have tried putting in a pipe to give it air and also a cutoff to keep it from letting in too much at once. It seems to me that we have a good slope to the spout, as it is about 2 ft. long, and the top end is about 28 ft. from the track.

We have tried changing the lower end of the spout, as well as changing the position of the flexible spout in the car. It seems to lose its speed somewhere in the descent, as coming the distance it does, it should hit the top of the car. Have had letters from different men. Some of them say it is too steep and others say it is not steep enough. I have used spouts about 1/2 the height of this that loaded better, and the scale dumped into the spout the same as this one, so far as I can see. If any one can tell me just what the matter is, I shall appreciate it. My spout is a common 1-inch well tubing.—B. E. Morgan, Rossville, Ill.

### Holding Cars for Grain Doors.

*Grain Dealers Journal*: We operate a line of elevators thruout Iowa. If at our headquarters we hold a car two days waiting to unload, the railroad company pays us a visit to find out the cause of delay. At our country elevators the railroads forget all about delay. When we have cars at our country elevators with no grain doors agents will not purchase lumber for doors. They have instructions to procure these doors from some other station. We held a car recently six days waiting for the agent to get us grain doors from some other town. Cannot some means be devised whereby the elevator operator can purchase lumber for doors and then put in claim for the money spent? In these days of car shortage the cars we held six days could be used to much better advantage than standing idle on our siding.—E. Harbor.

### Re-Fillable Fuses.

*Grain Dealers Journal*: So far as we are concerned, we have never considered the cost of fire protection and prevention. The types of fuses that we have approved are not much more expensive to use than the Economy, and we feel that they are better fitted for use in the average elevator or mill.

If an elevator or mill man is continually blowing fuses it is a sign that either his equipment is overloaded or there is something wrong with it. So far as the running protection of motors is concerned we strongly recommend the use of inverse time limit overload relays which automatically reset themselves after tripping out the starter in case of overload or trouble.

The indication of trouble by blowing the fuses on light circuits is particularly true because unless the circuit is overloaded fuses will never blow unless there is something wrong, either a short or a ground. With some types of refillable fuses it is just as easy to fill them improperly as it is to fill them properly and is very hard to detect.

It has been our experience that where the operator was experiencing continuous trouble from the blowing of fuses he made a plan to use oversize filler of some sort, probably wire so as to eliminate what he considered was the trouble "caused by the fuse." When, as a matter of fact, the fuse is only put there

as a protective device to notify him in case of trouble. A person should no more think of refilling a fuse to a higher capacity than it should be, than he should think of hanging a sledge hammer on the pop valve of a boiler.—Yours very truly, Mutual Fire Prevention Bureau, F. F. Burroughs, Engineer, Oxford, Mich.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to *Grain Dealers Journal*, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

M. & O. 21237 passed thru Manson, Ia., Apr. 8, leaking corn badly thru siding bursted loose on side.—Farmers Co-op. Elevator & Gr. Co.

L. V. 68458 consigned to Milwaukee, Wis., was leaking badly when passing thru Albert Lea, Minn., on April 5.—Ralph Spelz, Spelz Grain & Coal Co.

C. & N. W. 3526 passed thru Gilbert, Ia., March 31, leaking oats at end.—G. D. Mabie, A. J. Mabie & Sons.

C. B. & Q. 104369 passed thru Mahomet, Ill., on a local freight, March 23, leaking oats thru a broken door post.—Harley Woolsey, Harley Woolsey & Co.

C. R. I. & P. 53101 was leaking oats at the grain door while moving from the Wiggins Ferry, E. St. Louis, Ill., to the I. C. R. R.

P. M. 51658 was leaking oats at the end of car and was set off at Sheldon, Ill., March 11, for repair.—Ben B. Bishopp.

G. N. 20226 was side tracked March 22 at Bluffs, Ill., on the Wabash. It was leaking at the draw bar.—Bluffs Farmers Grain Co.

Santa Fe 881 passed thru Kismet, Neb., March 13, leaking white kafir at side. The crew was notified but they made no repairs.—F. A. Prater, Reno Grain Co.

P. & L. E. 23740 passed thru Lake View, Ia., March 13, leaking oats in a stream. Siding at the door post was broken loose. We did not have time to fix it as the train only stopped a few minutes.—W. Hynes, Farmers Union Elvtr. Co.

Erie 103.204 passed thru Emerson, Neb. Feb. 27 leaking badly from a bursted side.—John Moseman, Moseman-Heyne Co., Pender, Neb. (See other report on this car below.)

M. K. & T. 87715 was set off at Nevada, Ia., some time Feb. 28 and was picked up by way freight train going east No. 42, about 1 p. m. It was leaking white corn thru sheathing. I did not have time to repair same.—Frazier & Sons, Nevada, Ia.

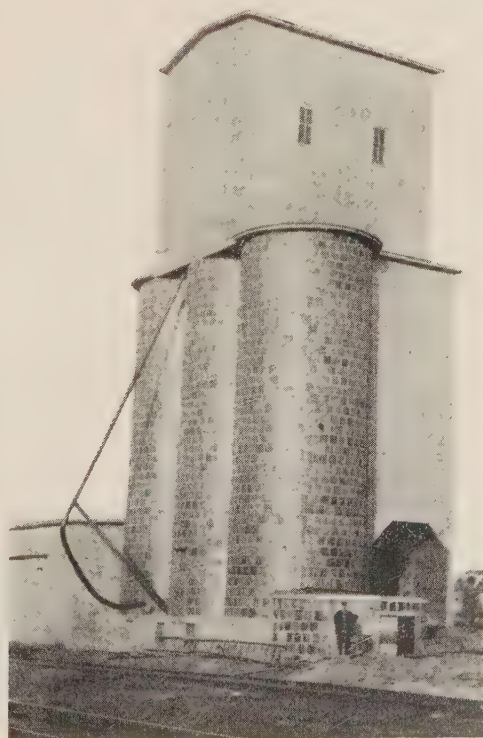
M. P. 80072 side tracked at Rolfe, Ia., Feb. 23, was leaking on one side and at one end.—P. M. Lothian, helper Charlton & Larson Grain Co.

### Country Elevator Built of Tile.

The elevator shown in the engraving herewith is a combination of tile constructed bins and working part and cupola of frame, covered with galvanized iron. This retains the advantage of fireproof protection for the valuable grain, while making the working part more roomy thru the employment of less costly materials of construction. The bins are of Dickey Tile.

The equipment includes 10-ton truck scale with type-registering beam, automatic scale for car loading, both made by Fairbanks, Morse & Co., 15-h. p. Fairbanks-Morse Oil Engine, No. 25 Western Corn Sheller, No. 54 Western Combined Corn and Grain Cleaner and Western Manlift.

The spouting in the cupola is arranged to weigh grain in or out, to clean the grain or to run it direct into the bins, without going over the cleaner. This house was erected for the Farmers Elevator & Supply Co., at Archie, Mo.



Tile Elevator at Archie, Mo.

# Service Performed by the Grain Trade

[From an Address by P. E. Goodrich, Pres., Grain Dealers National Ass'n, before Western Grain Dealers Ass'n]

There is an old and a very true saying that some men ring true, and you always know where to find them, and that they will stand hitched, while others wobble and turn with each changing wind, and you are never absolutely sure of them in regard to any question over which there is a controversy. Just so with an organization, social or business. It has been our purpose, and, I am sure, it has been yours, to guide your organization so that it stands for something in the business to which you devote the best that is in you as well as stand for something in state and National affairs.

This is an eventful year, a National election is approaching that will, we believe, be more hotly contested than any since 1896. Our duty as business men is plain, we should enter the primary, not as office seekers, but as office pickers. Don't stay away when elections are over and complain that the gang runs things. But get into this mess, distasteful as it may be, and aid in nominating the right kind of men for office. With your help and others,

who really care, capable men should and may be induced to run for office. Away with the idea that business men should leave these things alone.

It is your duty to help now, there never was a time when the country more needed the good, common sense of you men than just now. A Republican government is essentially a party government. This country has two great parties and always should have. I belong to one and am a partisan. I do believe in the principles of my party, they do not change; men come and go, great and vital principles abide with us. Next to my own party I most admire the other great party, and between the two, this country should go straight, from the fact that one always checks the other and watches every act to gain an advantage. As long as we have but two major parties there is little danger of minority control.

The mission of this organization and all grain organizations is to do all they can to get this country, which we all love, back home. We should see that our political parties again announce their allegiance to true Americanism and restore it to a constitutional government and forever do away with any autocracy whether autocracy of labor or autocracy of wealth. Both are wrong, and one as wrong as the other. This is and must be a government of all, and cannot survive dominated by any particular class or section of the country. That infamous doctrine of sectional or class rule was shot to pieces on a hundred bloody battle fields fifty years ago and should not be suffered to again threaten this country under the guise of aiding labor, capital or any class or branch of our citizens.

Why we are here: You have met in this Convention because you have a desire to learn all that is possible to learn in reference to the grain trade, because you are willing and anxious to meet your neighboring dealer and confer with him in reference to those things of vital importance to his business and your business from which you both expect to earn your daily bread, and by strict attention to that business accumulate a surplus which will enable you to rear your family in comfort, educate your children and by frugal living on the part of yourself and your loved ones save enough to make your declining years comfortable and free from anxious striving that hampers old age and takes from it the peace that belongs to the twilight of our lives. No one who believes in fair play will deny you these things, and now no one questions your right to get together in conventions of this character and talk over things of common interest with your competitor.

The business world expects you to do this, and so does the farmer who grows those products which it becomes your duty to buy at a fair price, put in the best possible condition and forward to mills, terminals or elsewhere, to the best markets attainable.

Time was when such meetings could not be held, except in secret, for fear of criticism by farmers or the public press. But that is no more, your organization and all grain dealers organizations that I know anything about, court publicity. There is nothing to hide, nothing said that the public is not welcome to hear. I have been a member of the Grain Dealers National since its inception and never at any time has there been any attempt to restrain trade or any effort to control prices.

Its members have only asked for a fair field and no favors, and I am sure this same fair field and no favors has been the only desire of the different state and sectional organizations.

Julius H. Barnes, addressing the Grain Dealers National Ass'n in St. Louis last October, said, the grain dealers and millers handled the last wheat crop very satisfactorily. These dealers and millers had purchased of the farmers over 7,000,000 wagonloads of wheat, and altho the rights of the grain growers were so

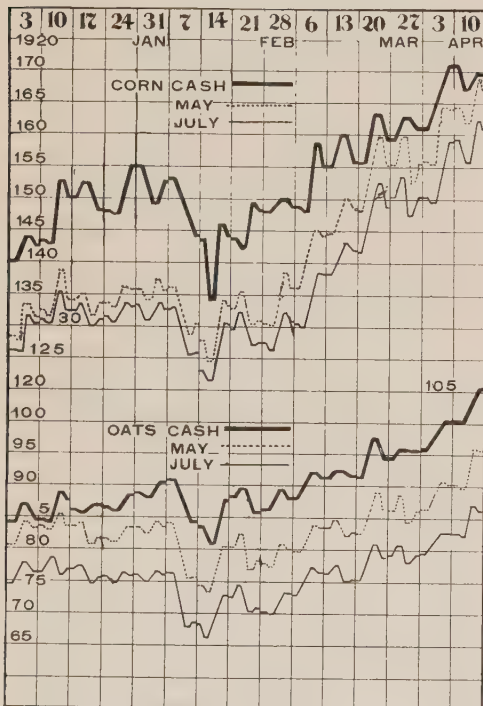
splendidly protected that any farmer, feeling that he had a grievance or that he had been unfairly treated, could appeal to the zoning agent and have his case thoroughly and impartially investigated without any expense, yet these grain dealers and millers handled the business in such a fair and just manner that less than 300 complaints were filed. A wonderful record considering the vast territory covered, and remembering that the men buying this wheat were the smaller mills and elevators, and the wheat was grown largely in states where farmers were well organized.

The grain dealers of the west and the north west have been lambasted by designing politicians and held up as not reputable business men but robbers of the farmers. The terminal markets in turn have been denounced as being controlled by legitimate grain merchants, performing a very necessary function in the marketing of the principal products of the imperial state and of this great food producing section of our country, but rather as cut-throat gamblers who were enriching themselves at the expense of the farmers by unfair dockage, manipulated markets and other unfair means, filching from country shippers by these unjust charges and exactions, such an exorbitant amount that it has compelled him to pass these unfair exactions back to the farmer.

But we note with pride and some satisfaction that when our business was placed under the most rigid governmental control, inspectors were everywhere, and regardless of the millions of bushels of grain that were handled

## Cash Corn and Oats Fluctuations from Dec. 29 to Apr. 10.

Opening, high, low and closing average prices of No. 2 mixed corn and No. 2 white oats at Chicago each week are given on the chart herewith. The daily average is used in charting; actual prices were made each day a few cents above or below the extreme charted. The May and July futures are shown by dotted and light lines for comparison.



## Daily Closing Prices.

The daily closing prices for oats and corn for May delivery at the following markets for the past two weeks have been as follows:

### MAY OATS.

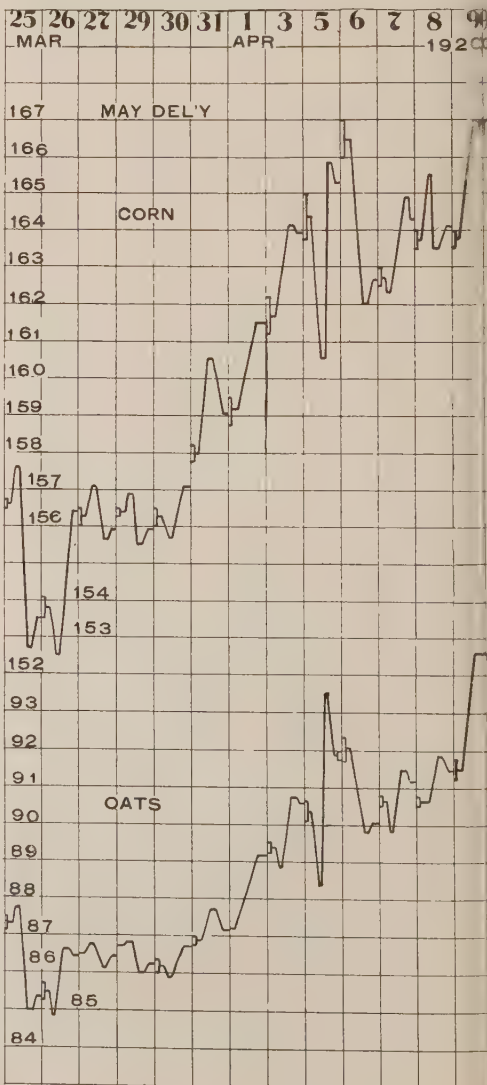
	Mar. 25.	Mar. 26.	Mar. 27.	Mar. 29.	Mar. 30.	Mar. 31.	Apr. 1.	Apr. 3.	Apr. 5.	Apr. 6.	Apr. 7.	Apr. 8.	Apr. 9.	Apr. 10.
Chicago	85 1/4	86 1/2	86 1/2	86 1/2	86 1/2	87 1/4	89	90 1/2	91 1/4	90	91 1/2	91 1/4	94 1/2	95 3/4
Minneapolis	82 1/4	83 3/4	83 3/4	83 1/4	83 1/4	84 1/4	85 3/4	87 1/4	88 3/4	87	87 3/4	87 3/4	90	90 3/4
St. Louis	88	88 1/2	89 1/2	89	90	91	92	94	96	95 1/2	96	96 1/2	99	...
Kansas City	85 1/4	85 3/4	86 1/2	86 1/4	86 5/8	87 3/8	89	91 1/4	93 1/4	...	92	92 1/4	95	96 1/4
Milwaukee	85 1/2	86 3/4	86 1/2	86 1/4	86 5/8	87 3/8	89 1/4	90 1/4	...	92 1/4	91 1/2	91 3/4	94 1/2	95 3/4
Winnipeg	97 1/2	98 1/4	97	96	97	98 1/4	99 1/4	100 3/4	104 1/4	101 1/2	103	103 3/4	106 1/4	107 3/4

### MAY CORN.

	Mar. 25.	Mar. 26.	Mar. 27.	Mar. 29.	Mar. 30.	Mar. 31.	Apr. 1.	Apr. 3.	Apr. 5.	Apr. 6.	Apr. 7.	Apr. 8.	Apr. 9.	Apr. 10.
Chicago	153 1/4	156 1/4	155 1/4	155 1/4	157	159	161 1/4	163 3/4	165 1/4	162 1/2	164 1/4	164	166 3/4	167 3/4
St. Louis	155 1/4	157 1/4	157 1/4	157 1/4	158 3/4	160 1/2	167 1/4	166 1/4	167 1/4	165 1/4	166 3/4	167 1/4	169 3/4	171
Kansas City	149 1/4	151 1/4	151 1/4	152	152 1/2	154 3/4	156 1/2	159 3/4	161	...	160 1/4	161 1/2	164 1/4	164 3/4
Milwaukee	153 1/4	156 1/4	156 1/4	156 1/4	157	159 1/4	161 1/4	164	...	...	164 3/4	164 1/4	166 3/4	167 3/4

## Chicago Futures

Opening, high, low and close on corn and oats for the May delivery at Chicago for two weeks past are given on the chart herewith.



and many thousands engaged in the trade, we point to our record gladly that the integrity of no market has been challenged and only a few country grain buyers were even charged with violating the rules or accused of not properly reflecting the guaranteed price of the grain producer.

These facts should clearly refute any wild charges from political agitators who desire to destroy or coerce our grain exchanges, or intimidate the country grain merchants into handling grain at a loss.

We, as grain merchants, can certainly be proud of this record and hold ourselves as the equal in honesty, fidelity and patriotism to any body of business or professional men in our country.

We perform a real service necessary to the economic and social welfare of this country. We are as necessary to the handling of the food products of our farms next in importance to the growers. Why not have a slogan among other trades or organizations, adopt it andazon it on our banners and keep it ever before us?

We have in this country an organization that has for its motto—"He profits most who serves best," it differs so far as I know from all other organizations of business men. Their purpose is the betterment of themselves, of their neighbors and the community in which they live. To be a true Rotarian you cannot live a selfish life, you must think of others, do for others and practice as near as frail humanity can, the precepts of the Golden Rule: Do Unto Others as You Would Have Them Do Unto You. Rotarians come as near exemplifying the idea of service and unselfishness as any body of men can, outside of the great religious organizations.

You can, with profit, study their methods and engraft their principles into your organization. Let us ask ourselves, Has not every one of us lived selfish lives? Have we not made every activity of life secondary to our business? We have rushed in the morning to get to our office, in elevator or exchange building, hardly thinking or taking the time to speak to the neighbors or friends we meet on the way. We have worked at our business, then with it and slept with it. If we visit a neighboring market we neglect to call on the old schoolboy friend who is interested in some other business than ours. Time in working hours would at least hang heavy on our hands if we were to hunt up these old friends, they could not be interested in our business, so we took up some grain man and go to lunch with him so that no time may be lost and we do not miss an opportunity to talk shop with him. It is so all the while, our family, our church, our social engagements, all must wait the convenience of this overpowering business of ours. Our problems that we work at and walk with and spend many a sleepless night over, are the vexations our neighboring competitor has, but we ignore him in our anxious moments. We are so selfish that we do not take him into our confidence and do not realize that he, like us, is facing the same problems, and that he would welcome talking over these things with us were he not afraid that a competitor would by such a conference gain some knowledge which we hug to our bosoms. We have failed to realize that our own business cannot be any larger than we ourselves are. To build up a great business we must first build up a man, a man of vision.

When we pass to the great beyond no one, except our family and members of our firm, will miss us. We have been narrow, selfish, our meetings and dealings with these men engaged in our business. We have rendered the service to our town and state, which has been so generous with us that it has made possible for us to live comfortably as far as money will make one comfortable. We have been too narrow and too much occupied in our particular affairs to know that other men are facing the same problems and crave our support and sympathy. We have seen men in their callings with a wide vision, with an outlook that took others into their lives and when they had abundance of time left to interest themselves in the troubles of others and

thereby brought knowledge, sympathy and a clearer vision into their own affairs. These men have been wonderfully successful. In a small country community, where they were called Home, every citizen of that community mourned. Business was at a stand-still and the one topic of conversation was the man and his life. Be he rich or poor, he was sincerely loved and his memory will be a blessing in that locality long after the visible things he wrought and the builder pass away.

We have seen such men in the busy work-a-day world of our large cities, and when he leaves it thousands mourn, men and women. Perhaps the great bulk of them did not know him personally; to them he was only a public benefactor and a man of large heart and mind. And it is true with a nation wide character, if they have, by unselfish striving, by devoted effort to some worthy cause, made the nation love them, that nation will never forget them.

Let us not be so engrossed in our own business that we cannot take time to be interested in our neighbor's problems. Let us run our business; let us master it or it will make us its slaves and rob us of everything worth while in this life except money, and money never purchased happiness or the respect and love of our fellow men.

**The Grain Trade's Growth.** We have watched the grain trade enlarge from poorly equipped warehouses with a blind horse and a winch, the only power to elevate and clean grain, to the splendidly equipped plants that now dot the grain producing sections of this country. The horse has given away to steam, steam to gasoline, and now gasoline is being replaced with electric motors. These modern elevators are equipped with every appliance that the ingenuity of man can devise for the quick, safe and cheap handling of grain. So that today the farmers' grain is handled cheaper here than in any other country on earth. And it never was handled with as little cost to him as now.

There has also been a great improvement in the personnel of the country grain dealers. When I was a boy on the farm, grain dealers were not of a high class of intelligence or as financially reliable as they are now. Failures were frequent from the lack of experience, business judgment and sometimes downright dishonesty. But not so now; we are not ashamed of the grain dealers of this nation today, be they terminal elevator operators, exporters, commission men or the country grain dealers far out on the borders, away from market centers. They are leaders in the communities in which they live, and are as a mass wholesome, upright, law abiding, God fearing men, whose hand we are always glad to clasp.

## Hauling Wheat With Mule Teams.

Twelve mule teams have become a feature of the ways and means of the transportation of wheat in Eastern Washington. The large wheat ranches in that territory maintain one or more of these great outfits, each twelve mule team being driven by one man with a single line, commonly known as jerk line.

An interesting example of this mode of wheat transportation was the delivery of the A. W. Amundson wheat crop of 1919 to the Harrington, Wash., warehouses of the Spokane Flour Mills. In this delivery three twelve mule teams were used. Each team hauled a train of three wagons containing 140 bags of wheat, averaging 132-2/7 pounds per bag gross weight, making a total of 18,500 pounds for each team, and a total of 420 bags and a gross weight of 55,500 pounds for the three teams.

The accompanying illustration shows the three twelve mule teams upon their arrival in Harrington with their wagons of wheat.

## Coming Conventions.

May 11, 12.—Illinois Grain Dealers Ass'n at Decatur, Ill.

May 13, 14. The Missouri Grain Dealers Ass'n at Kansas City, Mo.

May 18, 19. Oklahoma Grain Dealers Ass'n at Oklahoma City, Okla.

May 21, 22. Texas Grain Dealers Ass'n at Galveston, Tex.

May 26, 27, 28. Kansas Grain Dealers Ass'n at Wichita, Kan.

June 7, 8 and 9—The Southern Seedsmen's Ass'n at Jacksonville, Fla.

June 22, 23, 24. American Seed Trade Ass'n at Milwaukee.

June 21—Wholesale Grass Seed Dealers Ass'n at Milwaukee, Wis.

July 7, 8, 9. Tri-State Country Grain Shippers Ass'n at Minneapolis, Minn.

July 13, 14, 15. National Hay Ass'n at Cincinnati, O.

Oct. 11, 12 and 13. Grain Dealers National Ass'n at Minneapolis, Minn.

A RECONDITIONING and sterilizing plant owned by the British government at Waterloo, South Australia, was completely destroyed by fire which caused a loss of about \$100,000. The plant had sterilizing capacity of 40,000 sacks of wheat per day.

## Exports of Grain Weekly.

[From Atlantic and Gulf Ports, in Bus., '000 Omitted.]

	Wheat.	Corn.	Oats.
	'19-20.	'18-19.	'19-20.
July 5.....	1,504	539	20
July 12.....	3,851	382	23
July 19.....	3,393	144	93
July 26.....	1,112	413	45
Aug. 2.....	3,067	543	9
Aug. 9.....	3,651	1,419	74
Aug. 16.....	2,620	1,809	44
Aug. 23.....	4,445	3,504	67
Aug. 30.....	6,072	2,938	264
Sept. 6.....	3,848	3,452	118
Sept. 13.....	7,475	3,739	42
Sept. 20.....	6,343	4,409	148
Sept. 27.....	4,690	5,088	29
Oct. 4.....	5,917	5,532	33
Oct. 11.....	2,485	4,078	28
Oct. 18.....	2,830	4,200	18
Oct. 25.....	2,920	4,143	9
Nov. 1.....	2,458	2,513	10
Nov. 8.....	3,856	4,117	23
Nov. 15.....	5,994	3,471	69
Nov. 22.....	4,629	4,005	21
Nov. 29.....	3,781	7,560	39
Dec. 6.....	6,226	10,900	16
Dec. 13.....	3,674	7,740	16
Dec. 20.....	4,639	3,674	10
Dec. 27.....	2,522	4,765	25
Jan. 3.....	5,161	3,600	46
Jan. 10.....	4,854	4,404	62
Jan. 17.....	3,650	5,013	106
Jan. 24.....	1,980	3,661	188
Jan. 31.....	1,992	1,884	84
Feb. 7.....	1,374	2,947	234
Feb. 14.....	2,018	5,654	207
Feb. 21.....	1,932	3,209	138
Feb. 28.....	867	3,914	145
Mar. 6.....	2,324	1,543	368
Mar. 13.....	2,107	2,152	50
Mar. 20.....	1,644	3,846	43
Mar. 27.....	2,618	6,278	154
Apr. 3.....	2,320	5,172	37
Total since			
July 1.....	138,887	149,380	3,155
			7,492
			33,198
			88,777



Three 12-Mule Teams Hauling Wheat at Harrington, Wash.

## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome. Let us hear from you.

### COLORADO.

Sterling, Colo., March 27.—We have noticed a great many comments as to the proportion of damage caused by recent winds in this territory. We have made a careful survey of Western Nebraska and Eastern Colorado and Wyoming. We find that the damage caused by high winds 17.67%; and that the condition of winter wheat is 76.73%. I have personally examined several fields, and in nearly all cases where the damage was thought to be great, have found that there is still a good root, and believe with proper moisture this spring, this so-called dead wheat will shoot up a strong stem, in which case we believe the damage by winds will be 10% and condition of the growing crop will be raised to at least 85%.—H. W. Eller, Eller Grain Co.

### IDAHO.

Maland, Ida.—Winter wheat came thru fine and prospects are excellent for a bumper crop.—W. S. Hall, mgr. Inter Ocean Elvtr.

### ILLINOIS.

Springfield, Ill., April 7.—The weather was warm during the early part of this week, but this was followed by snow and low temperature. The temperature was the lowest of record for April, at Peoria covering a period of 65 years. The snowfall was heavy in the central and northeastern counties. Macomb reported 11 inches. At Springfield it was the heaviest April fall ever known, and exceeded the entire amount of the past winter. Wheat is well covered in most areas. Considerable progress in oats seeding was made in the central and southern counties before the snow came.—Clarence J. Root, meteorologist, U. S. Dept. of Agri.

### INDIANA.

Galveston, Ind., March 31.—Wheat here only  $\frac{3}{4}$  the average acreage, and is in poor condition.—Farmers Ass'n.

Indianapolis, Ind.—George C. Bryant, field agent here for the federal agricultural department says Indiana farmers generally contemplate a 15 per cent reduction in production. Food production is threatened seriously because of the shortage of farm labor, high wages demanded by laborers, the high prices of farm machinery and fluctuating prices. At Muncie, Ind., the shortage of labor is estimated at 50 per cent, according to the United States employment bureau there, which is co-operating with the Farmers' Federation and the county agricultural agent in an attempt to correct the condition.—B.

Tefft, Ind., Apr. 5.—Wheat badly hurt here by fly but cannot tell how much.—A. Fairchild Fairchild Grain Co.

### IOWA.

Davenport, Ia., March 30.—Very little damage done to the winter wheat in this locality.—Merchants Elvtr. Co.

Batavia, Ia., April 2.—Winter wheat is in good condition. There will be considerable oats sown in this locality.—W. H. Thoman.

Hale, Ia., Mar. 26.—A fair stand of winter wheat. It looks as if we will have a big acreage of oats. Big demand for seed oats.—Henry Kruse.

Lamont, Ia.—No winter wheat was sown in this locality. We have had considerable rain and everybody is ready to start seeding as soon as ground is dry.—W. A. Morely, mgr. Lamont Farmers Commission Co.

### KANSAS.

Saxman, Kan., Mar. 29.—Wheat has been damaged some by dry weather and winds, also fly. Recent rains have started growth however.—J. E. Riley, mgr., Leonard Mill & Elvtr. Co.

Salina, Kan., Mar. 21.—Crop conditions bad from lack of moisture. No rain since last June. Winds blow hard every day and are doing a lot of damage to growing crop. If we get rain

in the next 10 days, however, there will still be a good crop.—V.

Larned, Kan., April 1.—The growing wheat seems to be making good progress since the rains. In a few localities considerable damage was done, but with favorable weather from now on our crop will be about the average.—T. H. Urton, Rea Patterson Mill. Co.

Hutchinson, Kan., March 25.—It is true that we have had some hard wind storms in this territory recently, and undoubtedly these did some damage, but some of the reports were exaggerated. We have had some excellent rains over most of southwestern Kansas, and it is raining now. The wheat acreage probably is not as large as it was last year, but it is easily possible that as much wheat may be produced from this decreased acreage as was produced in 1919, for a great deal of that crop was lost. The 1920 wheat crop will not have to be very good in quality to be better than the 1919 crop, and we certainly have had grief in handling last year's wheat crop.—C. A. Lovell.

Chicago, Ill., Apr. 3.—It is reasonable to assume that in Kansas fully 2,000,000 acres of last fall's wheat will be abandoned. This will leave about 7,196,000 acres. A considerable portion of the state has received good rains during the past week which for the time being eliminated the damage to wheat. Very little moisture fell in the northwestern part of the state. The 20-year average for the wheat crop in Kansas is 85,700,858 bus., and some reports indicate the crop will be close to this standard this season. The reduced wheat acreage will be planted to corn, kaffir, Spring wheat, barley, and oats. In Northern Kansas a considerable portion of the oat crop has already been planted, or in progress, and the seed bed is generally in good shape except in the extreme western portion, where insufficient moisture has fallen.—S. H. Johnson, vice-pres. and Freight Traffic Mgr. C. R. I. & P.

### MISSOURI.

Dunlap, Mo., Apr. 1.—The winter wheat in this section is in very poor condition. The light fall of snow and the continual freezing and thawing damaged the crop considerably. Many fields of winter wheat will not yield over 10 bus. per acre. Very much of the wheat is to be sown to oats.—Stanley Walker.

Jefferson City, Mo., April 10.—Oats seeding is only 51% completed against 75% last April, with the largest portion of the work completed in the southwest and least in the north section. Some seeding in February was lost by freezing and the work has been retarded by heavy rains during March, with farmers about decided to "mud" in the rest and plant the balance of intended oat acreage to corn. Spring plowing one-fourth completed against one-third last year with over half done in the southwest section and one-fifth in the west and northwest. east and southeast, while in the north and northeast one-eighth of spring plowing is done. Prospect for corn acreage good, farmers planning to return to usual area. Spring wheat acreage of 12,500 confined almost wholly to the northern third, is a little over half of 1919.—Missouri Crop Reporting Service.

### MINNESOTA.

Minneapolis, Minn., Apr. 7.—Wheat acreage will be decreased this year and a larger acreage sown to oats.—Van Dusen-Harrington Co.

### MONTANA.

Minneapolis, Minn., Apr. 7.—Montana will probably sow as much wheat and oats as last year. We have received reports from Eastern Montana that grasshoppers were hatching out in large numbers. The recent freezing weather should put an end to their activities.—Van Dusen-Harrington Co.

### NORTH DAKOTA.

Minneapolis, Minn., Apr. 7.—The acreage devoted to rye in North Dakota has decreased considerably. The open winter in this state no doubt did much damage to the crop.—Van Dusen-Harrington Co.

### OHIO.

Columbus, O., Apr. 11.—While it is too early to determine the total extent of the damage from winter killing, the preliminary report indicates that at least 18 per cent of the crop has been killed. Reports received from 13 county agents since the report was compiled, indicate even more extensive loss from winter killing than the report shows. The loss as reported by the correspondents ranges from 11 per cent in the north-eastern counties to 24 per cent in

the south-west and south-central counties. A large portion of the abandoned wheat land will be sown to oats. Some will be left in order to save the clover. The shortage of labor will prevent the utilization of a considerable percentage of this land for other crops. Hessian fly is reported in nearly every county. Practically all of the early planted wheat was damaged and unless the weather conditions are such to retard the development of the fly and at the same time promote rapid growth of the wheat, the loss from this cause may equal or even exceed the loss from winter killing. The damage from fly is unusually severe in the two tiers of counties bordering Indiana, particularly Van Wert, Auglaise, Putnam, Mercer, Darke, and Preble. The only sections apparently free from fly are the extreme north-eastern counties and unfortunately the acreage of wheat in that section of the State is rather small. The total acreage sown to rye last fall was 99,570 acres, compared to 115,000 acres harvested last year. The rye crop is in fairly good shape and it is believed that most of the acreage planted for grain will be left for harvest.—Ohio Crop Reporting Service.

Waldo, O., Apr. 1.—Winter wheat is looking worse every day and if we do not get a rain soon will be greatly damaged.—T. P. Walke, Waldo Elvtr. Co.

### OKLAHOMA.

Oklahoma City, Okla., Apr. 8.—On March 1 nearly 8,000,000 bus. of wheat remained on the farms. Of this amount many thousands bus. have been marketed this month.—Okla. Crop Reporting Service.

Chicago, Ill., Apr. 3.—Oklahoma wheat acreage is approximately 25% below last year. Oats are looking well. Farmers are very active in preparing the soil for Spring seeding.—S. H. Johnson, vice-pres. and Freight Traffic Mgr. C. R. I. & P. R. R. Co.

Oklahoma City, Okla., Apr. 8.—The rainfall during the fall was more than adequate in most parts of the state and moisture conditions during the winter were favorable to the wheat crop. The part of the crop that was sown early came thru the winter in fair shape with the exception of that in several of the northeastern counties which was badly damaged by the hessian fly. As so much of the wheat was sown late and made little growth during the cold weather winter pasturage was considerably less than usual. Wheat on sandy soil was hurt by the high winds during March. Moisture conditions continued favorably, carrying the crop along until the beginning of the ample rains during the latter part of March. A considerable acreage of that sown late has been abandoned, particularly in the north and north-east, and oats were sown in place. The acreage to be harvested this year is approximately 1,000,000 acres less than that in 1919.—Okla. Crop Reporting Service.

### TEXAS.

Follett, Tex.—About 40% of the wheat has been damaged by high winds.—H. E. Worsham, mgr. A. Liske & Co.

Ft. Worth, Tex., Apr. 8.—That the small grain acreage in Texas is much under normal and its condition poor is the gist of reports received by Sec'y H. B. Dorsey from fifteen to twenty per cent of the four hundred members of the Texas Grain Dealers Ass'n. The short acreage is due to too much rain in the fall and the poor condition due to little rain in the spring. Reports from Dallas, Collin, Denton and Cook counties are that the green bug is making its appearance there. The Sec'y has communicated with the State and National Dept. of Agri., and he did when this menace threatened in 1907, order to enlist their service in combating the pest. It was found in 1907 that enemy parasites were abundant, and that these counteracted the effect of the green bugs in large measure. It is hoped this will prove to be the case this year. The Texas yield is bound to be far below normal, Dorsey says. The wheat and oat acreage is only a small percentage of last year's report, although the rains the past few days will help considerably.—R.

Chicago, Ill., Apr. 3.—In the Panhandle section of Texas wheat is in fairly good condition and is about 85% of a normal crop. In the western, central and northern parts of the state wheat acreage has been decreased 40% because of the heavy rains that began last fall and continued virtually thruout the planting season. The condition of the crop in this section is estimated at about 75% compared with last year and the late sown wheat possibly about 54% of a normal crop. A heavy rain on Mar. 24 has

been of great benefit to the growing wheat. The acreage of oats on these sections is about the same as last year, altho somewhat late due to the rains during the planting season. In the eastern central and northern central sections the continued wet weather during the months of November and October reduced the acreage of wheat and oats to about 80% of normal. Their condition now is very satisfactory. The corn crop is now being planted and it is estimated that acreage will be increased 20%.—S. H. Johnson, vice-pres. and Freight Traffic Manager, C. R. I. & P.

### Government Crop Report.

Washington, D. C., Apr. 8.—The Crop Reporting Board of the Bureau of Crop Estimates makes the following estimates from reports of its correspondents and agents:

The average condition of winter wheat on Apr. 1 was 75.6% of a normal, against 99.8 on Apr. 1, 1919, 78.6 on Apr. 1, 1918, and 84.1, the average condition for the past ten years on Apr. 1. There was a decline in condition from Dec. 1, 1919 to April 1, 1920 of 9.6 points, compared with an average decline in the past ten years of 5.4 points between these dates. Upon the assumption of average abandonment of acreage and average influences on the crop to harvest, condition Apr. 1 forecasts a production of about 433,617,000 bus., which compares with 731,636,000 bus., the estimated production in 1919, and 565,099,000 in 1918.

The average condition of rye on Apr. 1 was 56.8% of a normal, against 90.6 on Apr. 1, 1919, 85.8 on Apr. 1, 1918, and 89.0, the average condition for the past ten years on Apr. 1.

Comparisons for winter wheat and rye states follow, condition figures representing per cent of normal:

States.	WINTER WHEAT.					RYE.				
	Condition.		Condition.		10-yr. 1.	Condition.		Condition.		10-yr. 1.
	1920.	1919.	av.	1919.		1920.	1919.	av.	1919.	
	Pct.	Pct.	Pct.	Pct.		Pct.	Pct.	Pct.	Pct.	
Vt.	..	..	..	..	94	93	95	97	..	..
Mass.	..	..	..	..	95	95	94	98	..	..
Conn.	..	..	..	..	93	95	93	98	..	..
N. Y.	96	92	88	99	94	89	90	95	..	..
N. J.	82	95	88	94	86	96	90	94	..	..
Penn.	88	100	87	99	90	98	89	97	..	..
Del.	82	100	87	95	83	97	89	96	..	..
Md.	83	98	87	94	84	97	88	95	..	..
Va.	83	97	90	95	83	95	90	93	..	..
W. Va.	76	103	90	95	86	103	90	97	..	..
N. C.	88	96	90	89	87	92	90	92	..	..
S. C.	85	90	86	85	83	90	88	93	..	..
Ga.	84	92	86	89	86	92	88	92	..	..
Ohio	63	104	84	90	82	101	87	95	..	..
Ind.	59	100	83	79	80	88	88	92	..	..
Ill.	67	101	82	82	85	97	90	93	..	..
Mich.	86	95	83	92	92	96	88	95	..	..
Wis.	95	89	88	95	97	93	92	95	..	..
Minn.	92	91	86	91	90	91	89	89	..	..
Iowa	85	101	85	91	90	98	91	94	..	..
Mo.	70	103	84	84	78	101	88	88	..	..
N. D.	..	..	..	..	81	80	85	81	..	..
S. D.	88	90	87	87	84	90	90	83	..	..
Neb.	84	97	82	91	90	98	90	93	..	..
Kan.	73	101	79	82	78	101	84	82	..	..
Ky.	62	103	86	80	74	100	89	92	..	..
Tenn.	66	98	85	75	75	96	86	91	..	..
Ala.	79	91	87	82	83	88	86	88	..	..
Miss.	82	90	86	88	..	..	..	..	..	..
Tex.	75	101	81	79	77	95	77	81	..	..
Okl.	72	100	82	75	78	97	84	81	..	..
Ark.	76	99	88	81	84	96	89	84	..	..
Mont.	83	91	93	80	89	92	95	80	..	..
Wyo.	92	97	94	96	96	95	95	95	..	..
Colo.	75	100	92	91	75	100	90	92	..	..
N. M.	90	96	89	98	..	..	..	100	..	..
Ariz.	95	97	94	95	..	..	..	..	..	..
Utah	98	96	94	92	90	91	95	94	..	..
Nev.	94	97	97	87	..	..	..	..	..	..
Ida.	87	98	96	84	93	96	95	85	..	..
Wash.	73	97	92	84	82	97	96	92	..	..
Ore.	91	98	95	90	94	100	98	93	..	..
Cal.	91	99	90	77	..	..	..	..	..	..

U. S. .... 75.6 99.8 84.1 85.2 86.8 90.6 89.0 89.8  
The condition of rye forecasts a production of approximately 75,841,000 bus.; last year's estimated production was 88,478,000 bus.; the 1918 crop 91,041,000, and the average of the preceding five years 50,001,000 bus.

A NUMBER OF GRAIN merchants and flour millers have taken steps to form a grain exchange, with Montevideo, South America, as their future market.

THE CANADIAN WHEAT board, on April 8, announced the withdrawal of price restrictions on the sale of flour for domestic purposes; but announced also that it would continue to control the price of wheat.

## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

### IOWA.

Livermore, Ia., March 31.—Very little corn left in this locality.—Max R. Higgins.

Grand Jct., Ia., Apr. 1.—We are getting a few cars but still not enough.—D. Cramer.

Atkins, Ia., Apr. 2.—Most of the oats in this locality are in. There is considerable corn still in the farmers' hands.—Atkins Grain Co.

Marion, Ia., Mar. 27.—No grain of any kind is moving here. There is very little grain on farms to be sold. Some farmers are trying to buy for feeding.—Farmers Elevtr. Co.

Wilton (Wilton Jct. p. o.), Ia., March 30.—We are about cleaned out here now. Bad roads are holding grain on the farms. We expect more as soon as roads get in shape.—Herman Zipp.

Davenport, Ia., Mar. 30.—Farmers held their rye for feeding purposes when it dropped to around \$1.40 per bu. Now that it is up to around \$1.70 they are bringing it in.—Boetger Rye Mills.

Haverhill, Ia., Apr. 7.—We had good luck getting cars lately. I think oats are pretty well all gone but will have considerable corn a little later.—G. H. Lickteig, mgr. Farmers Co-op. Exchange.

Davenport, Ia., March 30.—Movement has improved since March 10. From Jan. 10 until that time the scarcity of cars kept our receipts so low that we did not operate any full week until March 10. Since March 10 we have operated every day of each week.—Purity Oats Co.

### ILLINOIS.

Chenoa, Ill., Mar. 30.—Cars are very scarce. The elevtr. are full of corn and oats. The farmers are getting ready for oats sowing. There are not many oats back in the farmers' hands.—Boughton & Harlan.

### NEBRASKA.

Sterling, Neb., March 27.—Last year's crop in farmers' hands including stocks in local elevators is 10.15%.—H. W. Eller, Eller, & Co.

### NEW YORK.

New York, N. Y., Apr. 6.—For the week ending Mar. 26 wheat receipts from farms were 3,889,000 bus.; compared with 2,240,000 bus., the corresponding week a year ago. Receipts the preceding week amounted to 3,606,000 bus., compared with 2,386,000 bus. the corresponding week in 1919. The total stocks of wheat in all elevators and mills on Mar. 26 was 163,476,000 bus., compared with 175,101,000 bus., the corresponding date a year ago. Total stocks of wheat in all elevators the week ending Mar. 19, were 169,176,000 bus., compared with 189,807,000 bus., the same week in 1919. For the week ending on Mar. 26 the decrease in stock amounted to 5,700,000 bus. compared with a 1,706,000 bus. decrease in the corresponding week a year ago.—U. S. Grain Corporation.

### OHIO.

Waldo, O., Apr. 1.—There is not much grain moving from the farms here as the farmers are all busy sowing oats and plowing for corn.—T. P. Walker, Waldo Elevtr. Co.

### TEXAS.

Ft. Worth, Tex., Apr. 8.—What may be the beginning of a vast amount of South American grain trading between Texas grain dealers and South American dealers has been started by the Fort Worth Elevators Co.. The Russian steamer Baltika is discharging a cargo of 4,000 tons of Argentine wheat at Galveston, consigned to this company. The grain is from the River Plate region. Four other cargoes will follow the Baltika, two being consigned to Galveston and two to Atlantic ports. The smallest cargo is aboard the British schooner Acadian Queen. It is 700 tons and will be discharged at Galveston. The other Galveston cargo is aboard the Margaret Thomas, 1,700 tons, and will reach port about May 16. The wheat now being discharged at Galveston will be run through wharf elevators and resold through Thomas Shaw in Galveston. The Fort Worth

Elevators Co. has disposed of practically all of the Argentine wheat thru the Wheat Export Co.—R.

### Corn Movement in March.

Receipts and shipments of corn at the various markets during March, compared with March, 1919, were as follows:

	Receipts		Shipments	
	1920	1919	1920	1919
Baltimore	463,165	313,721	77,143	199,744
Chicago	8,124,000	7,958,000	3,903,000	3,133,000
Cincinnati	349,200	178,800	163,200	238,800
Galveston	9,200	6,000	..	..
Indianapolis	1,911,000	1,365,000	1,506,400	668,700
Kansas City	1,505,000	1,283,750	715,000	1,228,750
Milwaukee	1,626,300	514,300	565,760	258,896
New Orleans	..	..	66,355	85,808
New York	72,900	..	19,000	..
Omaha	2,150,400	2,109,800	1,983,800	2,038,400
Philadelphia	238,064	168,229	63,267	78,612
Toledo	214,885	104,500	83,910	79,340
St. Louis	3,414,050	1,666,325	2,304,510	739,230
Wichita	49,000	..	38,500	..

### Rye Movement in March.

Receipts and shipments of rye at the various markets during March, compared with March, 1919, were as follows:

	Receipts		Shipments	
	1920	1919	1920	1919
Baltimore	2,922,703	1,005,634	2,413,314	890,674
Chicago	754,000	1,343,000	803,000	75,000
Cincinnati	3,600	288,000	1,200	21,600
Duluth	1,010,404	164,162	..	..
Ft. Wm.	77,218	47,760	..	..
Galveston	237,600	180,000	95,000	..
Kansas City	756,500	1,395,700	520,500	1,194,000
Milwaukee	2,123,810	1,428,520	897,400	1,480,072
New York	813,750	..	881,000	..
Omaha	155,100	139,700	268,400	83,600
Philadelphia	326,316	1,299,905	312,142	1,096,501
Toledo	39,365	52,860	76,590	72,790
St. Louis	20,900	18,718	40,650	920
Wichita	1,000	..	1,000	..
Winnipeg	157,550	80,000	..	..

### Wheat Movement in March.

Receipts and shipments of wheat at the various markets during March, compared with March, 1919, were as follows:

	Receipts		Shipments	
	1920	1919	1920	1919
Baltimore	1,069,820	1,467,812	643,232	1,605,742
Chicago	1,814,000	3,552,000	3,591,000	2,535,000
Cincinnati	145,200	72,000	140,400	138,000
Duluth	76,529	418,655	1,702,831	313,276
Ft. Wm.	2,472,958	2,342,829	2,370,851	191,343
Galveston	1,212,000	97,200	639,286	150,000
Indianapolis	141,700	180,000	117,000	23,750
Kansas City	5,219,100	994,950	3,336,900	4,048,650
Milwaukee	341,700	473,280	395,960	706,094
New Orleans	..	..	1,342,485	965,933
New York	963,200	..	906,000	..
Omaha	996,000	427,200	1,028,400	1,099,200
Philadelphia	796,173	3,496,281	298,262	3,914,182
Toledo	188,505	123,900	181,395	64,200
St. Louis	1,394,748	1,059,629	1,085,740	772,260
Wichita	945,200	..	467,000	..
Winnipeg	3,689,700	..	2,839,550	..

### Oats Movement in March.

Receipts and shipments of oats at the various markets during March, compared with March, 1919, were as follows:

	Receipts		Shipments	
	1920	1919	1920	1919
Baltimore	995,518	1,133,216	825,645	963,166
Chicago	7,297,000	6,806,000	5,776,000	5,975,000
Cincinnati	430,000	488,000	208,000	200,000
Duluth	418,655	76,529	313,276	1,702,831
Ft. Wm.	810,865	713,802	619,413	359,084
Galveston	10,800	14,400	..	..
Indianapolis	1,198,000	889,000	1,240,000	406,800
Kansas City	1,505,000	1,283,750	715,000	1,228,750
Milwaukee	2,123,810	1,428,520	897,400	1,480,072
New Orleans	..	..	98,835	239,287
New York	1,530,000	..	1,602,000	..
Omaha	1,196,000	1,826,000	1,174,000	1,998,000
Philadelphia	229,737	472,532	..	521,811
Toledo	258,700	394,500	81,650	554,690
St. Louis	3,180,000	2,828,000	2,759,180	2,015,925
Wichita	35,000	..	30,000	..
Winnipeg	4,574,000	..	1,476,150	..

### Barley Movement in March.

Receipts and shipments of barley at the various markets during March, compared with March, 1919, were as follows:

	Receipts		Shipments	
	1920	1919	1920	1919
Baltimore	42,306	496,898	16,807	158,788
Chicago	1,000,000	2,714,000	427,000	919,000
Cincinnati	5,200	20,800	.....	.....
Duluth	30,157	22,420	2,917	44,582
Ft. Wm.	478,061	454,102	88,993	253,218
Galveston	3,600	10,800	244,920	163,800
Kansas City	325,500	96,000	163,800	170,300
New Orleans	.....	.....	373,362	.....
New York	810,650	.....	287,000	.....
Omaha	48,600	441,080	30,600	230,480
Philadelphia	1,492	588,750	38,219	202,880
Toledo	1,200	29,500	.....	10,800
St. Louis	41,600	75,200	26,790	26,400
Wichita	20,000	.....	20,000	.....
Winnipeg	981,450	865,800	.....	.....

# Elevator Site Rentals

Address by J. H. Henderson, Commerce Counsel, State of Iowa, before Western Grain Dealers Ass'n.

If one were asked who received the most benefit from these elevator sites—the general public, the elevator owner, or the railroads—the answer might be difficult, but, however, all would concur at least insofar as to say that the benefits were mutual, and that each received fair compensation for the granting of and the use of the part of the right of way for the purposes of the elevator.

There must be free movement and distribution of grain. The farmer has the right to load the cars upon the team track and shovel the grain into the car from his wagon, but who would think of it in the great volume of grain that is moved. The railroads could not for one moment think of doing it, because of filling up their team tracks. The delay in the use of their equipment and the delay in the farmers unloading their grain, the company could not keep its equipment moving so as to earn the full amount which it would be entitled to for the transportation of the grain.

There must be the quick loading and unloading; there must be the quick movement of the cars from the stations to the general markets. The elevator must be along the line of the railroad and on the right of the way of the carrier. They could not be built some distance and have spur tracks, with the consequent and additional expense and the delays in handling of trains. They must be along the line of the right of way, easy of access and where the grain can be loaded and at once carried out and the grain taken to the markets. If there be any difference as to the benefits, they accrue more to the railroads than to the shippers or the elevators.

It will not do to say that the proprietor of the elevator is engaged in a private business for the purpose of private gain and therefore he ought to pay for this use. He does pay for it, in practical effect, in investing his money and in building the elevator so that the carrier can in larger volume receive the grain for transportation and have larger returns from the rates that have been fixed in the transportation of the grain. It was not possible for the railroad company to build elevators along their stations, and operate them. It was contrary to public policy for them to go outside and engage in business other than that of transportation and in the few instances where the carriers found it, or thought it advisable to build elevators, they have been rapidly disposing of them and now a very few elevators are owned by the carriers. The company builds the railroad and the tracks, and provides the equipment.

The elevator man erects the elevator, buys the grain of the farmers, loads it alongside of the track in the building which he erects, and directly delivers the grain to the cars for moving, benefiting alike the elevator and the carrier, and it would seem, with the mutuality of agreement and of interest, of corresponding benefit to both in the improvement and development of the country, and the fact that the right of way, as acquired by the railroad company to be devoted to the public use—all would seem to indicate that there should be the privileges granted in the handling of this grain without the charge of more than nominal con-

sideration, at least to secure the owner of the elevator in the right and possession of the site during the period of its occupancy by him.

The Interstate Commerce Commission in a number of cases held that the lease of its ground to an elevator operator at a nominal rental is illegal as constituting an undue preference. In one case the commission held void, as constituting an undue preference, a contract whereby the Southern Pacific Terminal Company had leased the exclusive use of a covered pier on an unoccupied dock owned by it at the port of Galveston, Texas, at a rental charge below that paid by other exporters, none of whom was given exclusive rights on defendant's piers or those of other wharf companies. The facilities granted gave great advantages over other exporters of cotton seed at that port and enabled him to sell or sack cake and meal "to consumers abroad at lower prices than his competitors could afford to offer." The Commission said:

"Whatever power under its charter the company may have to convey or lease its property generally does not, in our opinion, give it authority to enter into a contract under the operation of which one shipper is preferred over another. The giving of undue preference or advantage to any shipper is condemned by the statute and it can make no difference that such preference is given by a contract which purports to be a lease of property. To hold otherwise would in effect sanction a device to evade the law."

In Re Rates for Anthracite Coal, the Interstate Commerce Commission said that it was a violation of the Interstate Commerce Act to grant rebates or concessions or offsets against the established rates in any manner and that:

"These concessions and offsets are as pernicious as direct rebates, and it matters little whether they are in the form of cash payments, interest charges, royalty earnings, the use of valuable property at inadequate rent, the free use of the carriers' funds or credit, or other insidious means, if they confer concessions and advantages which place certain shippers in a position of preference and advantage over competitors who are also customers of these carriers."

The Commission there held void a lease at considerable less than the true and actual rental value.

The U. S. Court of Appeals in a case pending held void a twenty-year lease of railroad property to a wagon manufacturer for a factory site having a rental value of \$300; and no rent was charged. There were other conditions and obligations serving as consideration, but as to no rental charge it was said:

"\* \* \* that to the extent that the tenant escaped the payment of a reasonable adequate rental there was a deduction from the sum of the tariff rates paid on shipments of freight to and from it over the lessor's railway. It is apparent, from the terms of the lease and from the averments of circumstances attending the making of it and performance under it, that its failure to provide for the payment of rent was a concession to the lessee; and that this concession or discrimination was in respect of the transportation of property in interstate or foreign commerce by the lessor common carrier is to be inferred from the

fact that it was to continue only so long as there was a continuance of shipments of that kind to and from the tenant over the lessor's railway."

These authorities simply hold that there must be charged the fair rental value of the property so used, and the decision in the Stacyville case announced no other rule and found the fair rental value, no more, no less and ordered that such reasonable rental value could only be charged, and denied the exorbitant charges in excess of such reasonable rental value.

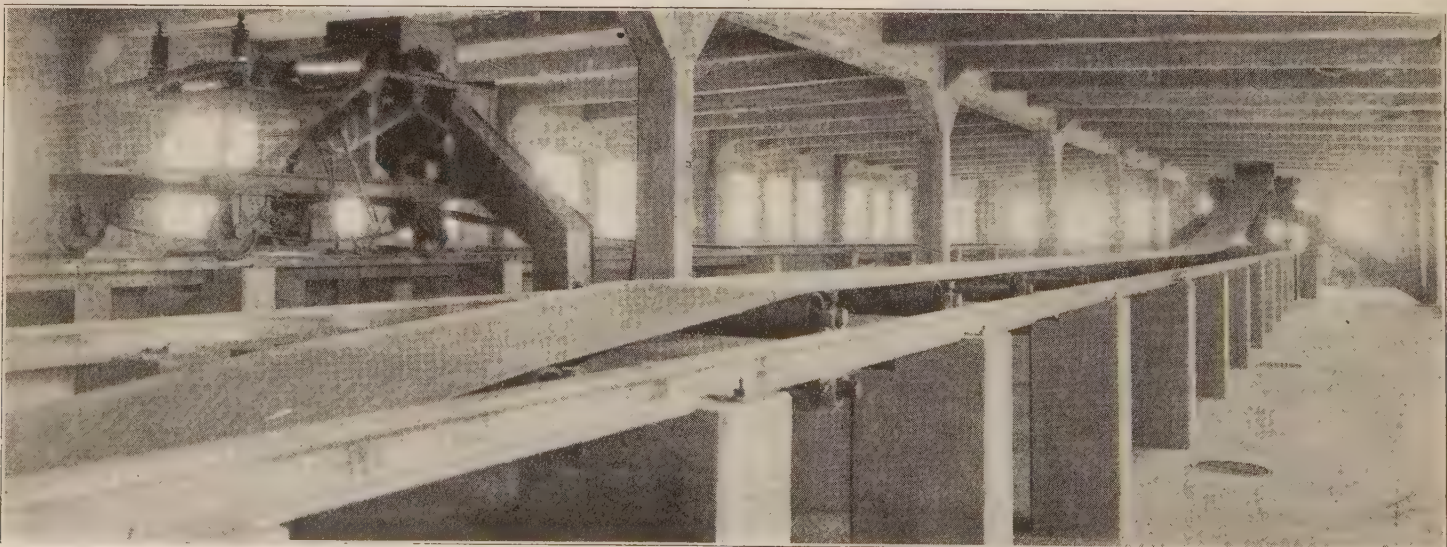
There have been a few cases where the owners of elevators have signed contracts for the increased rental demanded, and the question has arisen as to what will be done for their relief. The board of railroad commissioners of the state has no equity powers. They cannot make, cancel, change or alter any contract voluntarily entered into between parties. Before laying down or advising any specific rule in these cases where the contracts have been entered into, I would have to know the particular facts applicable to each case.

**Changed Attitude of Railroads.**—After the grain shipping business had become an established industry and the income from that particular traffic was certain and continuous, and hence had ceased to be a matter of concern to the railroads, their attitude toward the grain elevator properties changed from one of solicitude to one closely resembling that of the present day landlord to his tenant. The question in the mind of the railroad officials then became, not what inducements should be made to secure such grain traffic and to encourage the development of the country and the raising and marketing of grain, but why should the railroads not receive a greater return at rentals from these elevator operators whose buildings the railroads had urged erected on their rights of way and the development of whose extensive business the railroads had been so instrumental in encouraging?

Then came the more burdensome conditions in elevator leases which, with the raise in rentals, though slight at first, were finally of such extent and nature as to call for the intervention of the Railroad Commission of the state.

Then followed the enactment by the 35th General Assembly of the statute which now appears as Sections 2110-1 and 2110-m of the Supplement to the Code of Iowa, which have been heretofore referred to. It was necessary that something more be done. To advise shippers and carriers that the law was effective and when its office was called upon, the rights and obligations of all the parties be justly, fairly and lawfully determined. Proceedings were instituted in at least three cases, among them the Stacyville case was chosen as the test case. The elevator at Stacyville occupied less than half an acre in an unincorporated village. The rental had been, from 1911 to 1915, \$7.20 per annum. In 1918, \$12 per annum, and thereafter \$85 per annum was demanded. The decision of the board of railroad commissioners was a complete vindication of the rights of the elevator operator insofar as therein adjudicated. [This decision was published in the Grain Dealers Journal Dec. 10, pages 1025 and 1026.]

The Commission also called attention to the fact that the conditions in the lease relieving the railroad company from liability for damage to complainant's property, due to negligence of the railroad company was invalid and void under Section 2110-m of the Code Supplement.



The Two Belt Conveyors and Two Trippers in Cupola of the Sperry Flour Co.'s New 700,000-bu. Concrete Elevator at Ogden, Utah.

[See facing page.]

## New Elevator at Ogden, Utah.

While designed primarily to get the greatest capacity for the least money the new elevator at Ogden, Utah, like plants of the Sperry Flour Co., in other cities, shows a proper appreciation of artistic appearance.

This elevator consists of a headhouse 52x48 feet in area, and 165 feet high above base of rail. The storage bins contain 18 separate tanks, 23 feet 5 inches in diameter, 90 feet high, and ten interstice bins, and four small triangular bins, with a total capacity of 700,000 bus.

All windows are metal sash, the building is entirely of reinforced concrete and every possible means has been taken to prevent dust explosions. Two complete and distinct dust-collecting systems have been installed, taking suction wherever the grain is thrown. One system takes all the points below the spouting floor, and the other system takes all the points above this floor. Dust is collected from the end of receiving belts, end of basement belts, elevator boot, elevator heads, all turnout spouts, scale hopper, and scale garners. All dust is delivered to five dust collectors, which in turn deliver the accumulated dust, either to a sacking point or to sewer.

A full basement extends thru the entire structure. The main ground floor is a mezzanine floor and the weighmaster's floor is the same kind. A steam-heating system is installed to permit the men to work during very cold weather. One circular cast-iron stair reaches all floors from the basement to the top, and alongside a man lift goes from the basement to the cupola floor. All spouts are of metal.

A complete electric-light signal system, telephone and speaking tubes, permit the operator to control from one point all operations thruout the building. All valves of the receiving garners, scale hopper, scale, and the handling of the universal spouts and bypasses to belts, are controlled from one point in the main building where the operator has a full view of each operation.

A reinforced concrete track shed, 50x75 feet and 25 feet high, accommodates two unloading tracks. Two concrete unloading sinks are placed in the track shed, taking care of four cars at one spotting; one car-puller enables the operator to spot any car in front of the pit.

The mechanical equipment consists of two receiving belts, 24 in. wide, run by a 5-horse-power motor each, each having a capacity of 2,500 bus.; four 16x85x7 in. main elevators, 160 ft. high, each having a capacity of 5,000 bus., two of which may be used for receiving and four can be used for cleaning as well as for shipping or transferring; two distributing belts, 30 in. wide, capacity 5,000 bus., speed 800 ft. p. m., 15 horse-power motors; two Weller Trippers; two basement belts, 30 in. wide, capacity 5,000 bus. each, with 10-h. p. motors; one 2,000-bus. Fairbanks Morse Scale, with steel hopper; this scale is able to deliver wheat to the receiving bins by a universal telescoping spout, or it may deliver wheat to the distributing belts; two 15-bus. Richardson Automatic and Receiving Scales, capacity 2,500 bus., for transfer work in the house or to the future mill building; two receiving separators, capacity 2,200 bus.; one automatic oat clipper, capacity 1,200 bus.; one screening elevator, capacity 1,200 bus.; one mill separator for rescreening, capacity 1,200 bus.; two power shovels set in the track shed. Twenty-four electric motors of 400 h. p. drive the machinery.

The engravings herewith show the exterior and conveyor belts over storage tanks.

The new elevator will be operated in connection with a mill under construction, of 2,000 barrels daily capacity, the output of which is to be shipped over all the United States.

The Sperry Flour Co., which has its general offices at San Francisco, is one of the largest milling organizations in the country, having three mills at Stockton, Cal., others at Vallejo, Chico, Marysville, Fresno, Salinas, Paso Robles and Los Angeles, Cal.; Tacoma and Creston, Wash. The elevator at Ogden is intended primarily to take care of storage for the mill at that point, but will also serve some of the California mills.

## Wheat Loss Claims Com'ite Making Progress.

A favorable reception was given Apr. 1 by the agricultural com'ite of the House to the delegation of grain dealers representing six states requesting legislation allowing a refund of the losses sustained thru the Grain Corporation unexpectedly marking down the price of wheat when government control was instituted under the food control act.

The delegation was headed by B. E. Clement, of Waco, Tex., pres. of the Texas Grain Dealers Ass'n. With him were H. B. Dorsey, Ft. Worth, Tex.; F. I. White, Yoakum, Tex.; E. W. Crouch, McGregor, Tex.; J. T. Stark, Plano, Tex.; Dick O'Bannon, Claremore, Okla.; E. J. Smiley, Topeka, Kan., sec'y Kansas Grain Dealers Ass'n; J. J. Culp, Warrensburg, Mo.; M. U. Norton, Mexico, Mo.; A. J. Mann; Lee G. Metcalf, Illipolis; E. M. Wayne, Delavan; and W. E. Culbertson, sec'y Illinois Grain Dealers Ass'n, Delavan, Ill.

To get the proposition properly before the Congress and the people a bill has been drafted and will soon be introduced by Rep. Tinchier of Kansas, providing for the refund on the basis of an estimated loss of 60 cents per bushel to holders of wheat.

Farmers and millers holding wheat at the time also will be granted a refund under the terms of the bill which provides for proper auditing of claims thru the Sec'y of Agriculture. The principal beneficiaries under the bill will be the farmers and it is thought the total refund may reach \$300,000,000, to be paid

out of the funds already appropriated for the Grain Corporation guaranty.

The claims of grain dealers already filed with the Wheat Loss Com'ite and the secretaries of the different ass'ns aggregate over \$1,000,000, the expense of handling the claims being shared proportionately by the claimants. M. U. Norton, Mexico, Mo., is permanent sec'y of the Wheat Loss Claims Com'ite.

THE HIGHEST PRICES ever paid for draft horses bought in the open market at Chicago have just been paid by Richards & Slipp of Fort Fairfield, Me., for shipment to the potato fields of Maine. Their selections were deep-bodied, powerfully built drafters, averaging over 1,800 pounds each in weight and costing more than \$450 each, f. o. b. Chicago. One pair sold for considerably over \$1,000. The rise in prices for good draft horses and mules, in spite of the existence of more than twenty-one million horses and almost five million mules on farms, indicates how agricultural and transportation needs are growing. Good authorities predict a gradual rise in prices of horses and mules for the next three years.—Horse Publicity Ass'n.

ENGLISH FOOD SUPPLIES ARE LIBERAL. English are great meat eaters. Government has controlled prices and kept them high. Result has been large imports. Ports, London especially, are badly congested. As one official expressed it, "There is not room enough to swing a cat." United Kingdom has 150,000 tons of meat in store. This, with the home supply and large number of steamers waiting to unload, is enough for five months at the present rate of consumption. Another two months' supply is awaiting shipment from Australia. There are also great supplies of sugar, tea and wool in the United Kingdom. The only thing they are worrying about is wheat. They have plenty now, but Australia will soon stop shipping entirely and Argentina's big exports may fall off in a few months.—C. A. King & Co.



New 700,000-bu. Reinforced Concrete Elevator of the Sperry Flour Co. at Ogden, Utah.  
[See facing page.]

# Hearing on Wheat Grades Shows Trade Opposed to Change

Over 200 were in attendance at the hearing Apr. 2 before Sec'y of Agriculture E. T. Meredith at Chicago to inform him as to the necessity for the changes in the spring wheat grades desired by Minnesota and North Dakota officials, as fully stated in the Journal Mar. 25, page 556.

The largest representation was by the millers of the Northwest, Southwest and the East. Next in point of numbers were the representatives of the grain exchanges, and third came representatives of the grain shippers.

Those in favor of the changes made up in oratory what they lacked in numbers.

The real farmers, for whose benefit the agitators had persuaded the Sec'y to call the hearing, were conspicuous by their absence. As the hearing progressed, the absence of any real farmers became noticeable and one of the friends of the change requested the Sec'y to hold another hearing out among the farmers. Unfortunately, for the proponents one real farmer, about the only one present, opposed any change in the grades, and instead of a lowering of the grades, as suggested asked that they be raised.

Repeatedly Sec'y Meredith called upon anyone present to give reasons why the farmer would get more money for his wheat by putting the suggested changes into effect. The self-styled friends of the farmers confessed themselves stumped and had nothing to say on this point; one Minnesota state official letting the cat out of the bag by admitting the change was desired solely to save the farmer's pride and not to get him more money. The farmer used to get No. 1 northern grade for his crop, and under the federal grade he gets No. 2 or No. 3 and it hurts his pride. Sec'y Meredith then inquired whether it would not be better for the farmer who had sold a wagonload of wheat, to send him back home with less pride and more money in his pocket.

Opening the hearing Sec'y Meredith asked Geo. Livingston, chief of the Bureau of Markets, to read the call for the hearing.

E. D. McDougal, acting chairman of the Grain Com'te of the Chicago Board of Trade, said:

The Grain Com'te of the Chicago Board of Trade composed of seven members, chosen by its President, representing all interests of the trade such as: commission men, elevator proprietors, shippers, and manufacturers of flour, object to any change in the present federal wheat grades for the following reasons:

1st. The present grades have for the most part been satisfactory, fully as much so as any grades would have proven, under existing conditions and by existing conditions we mean under the fixed price conditions, as authorized by the President's proclamation and as carried out by the United States Grain Corporation.

2d. Any change as suggested in the spring wheat grades would necessitate corresponding changes in other classes and if this change were not applicable to all classes of wheat, it would immediately prove a discrimination in favor of one section of the farming community against other sections, and as a consequence thereof endless confusion and dissatisfaction would arise.

3d. The present grades of wheat are sufficiently low, so as to give to the producer full value for wheat grown and marketed thereunder. Any reduction from the present standards would impose upon those operating country elevators, mills, public elevators and other storage a responsibility fraught with danger and financial risk, from the standpoint of warehousing.

4th. Upon the expiration of the present law, June 1, 1920, individual initiative will again function, and discounts on the various varieties at the terminal markets arbitrarily imposed by the Grain Corporation, as promulgated by the President's proclamation will no longer apply but, on the contrary, each parcel or lot will be disposed of on its merits, same as was the case before the Government took over the handling of wheat.

5th. Assuming the foregoing statements and

objection No. 2 to be correct—I mean that part of objection No. 2 which states the suggested change in spring wheat grades would necessitate corresponding changes in all other classes, it could not be made effective under 90 days' notice, before August 1st, by which time new crop of winter wheat would have been moving in some localities for 60 days, and speaking properly the general movement, with ordinary harvest weather, would by that time if not at its peak be well along toward that point.

6th. We believe the present standards should be continued and full play thereunder be tested by all concerned for at least another year, for without fixed price conditions, we are of the opinion that the objections presented by the Central Northwest will, for the most part, be eliminated.

Mr. McDougal said warehouse receipts would be made a doubtful security; and that if the moisture content was too high it would be unsafe to export by way of Galveston and New Orleans. He read statistics showing the average moisture content of the wheat received at spring wheat markets during a period of 6 years to have been from .9 to 2.5 per cent below the maximum; and that the hard winter wheat received at terminal markets was well below the maximum.

F. B. Rice for the millers, W. N. Eckhardt for the receivers, and K. Nicol for the warehousemen, seconded all Mr. McDougal's statements.

A. L. Goetzmann, La Crosse, Wis., of the Listman Mill Co., and president of the Millers National Federation: I want to oppose any further lowering of the grades. They are low enough. I have seen the premium on spring wheat flour drop from \$2 a barrel over winter wheat flour until we have a hard time to get 20 cents over. This premium is reflected to the farmer, and has been lost by the development of a sloppy method of farming, due to the easier grades and the dockage system. I urge that the grades be tightened.

J. F. Ingersoll, Duluth, a member of the Minnesota State Board of Grain Appeals, suggested lowering the grades.

E. N. Bradley, Duluth, Minn., of the Globe Elevator Co.: As a body the Duluth Board of Trade is in favor of the modification as suggested, but all do not agree as to the percentage of durum allowed in No. 1 northern.

The majority of our members believe the modifications would not injure the shipper or miller and might help the producer.

F. O. Paddock, Toledo, O.: Why do they want the grades modified?

E. P. Hubbard, Omaha, sec'y Nebraska Farmers Co-operative Grain & Live Stock State Ass'n: There should be a modification in the winter wheat grades if there is a change in the spring wheat rules. We are not asking for any modification. If more rye is allowed in spring wheat it should be allowed in winter wheat. The less we bother with our grain marketing conditions the better off we will be. (Applause.)

J. H. Staddon, wheat buyer, Northwestern Consolidated Milling Co., Minneapolis, Minn.: We register our opposition to the modifications. It will start the endless process of confusion under the federal grading that was the case under the Minnesota State Grades. The Minnesota grading rules were changed nearly every year, starting with 1907, when the test weight of No. 1 Northern was made 57 lbs. In 1908 the velvet chaff grade was made. In 1911 humpback was graded in. In 1916 1 per cent of wild peas was allowed. History is now endeavoring to repeat itself in the federal grades. Wild peas increased to an extent that millers feared a catastrophe. The whole credit of eliminating wild peas can be given to the federal grading standards. I

have not had to discount a car of wheat account of wild peas.

D. P. O'Neill, of the State Board of Grain Appeals, Minneapolis, Minn., told how the state legislature changed the grades. "We come to get a modification so that we will not have dual inspection in Minnesota; so that we can go before the legislature and plead that we have established a modification that represents a five-year period."

C. E. Parrish, deputy state grain inspector at Minneapolis, read statistics on the receipt of wheat during the month of October, showing the average test weight to have been 57.2 lbs., on 14,685 cars in 1915; 51.58 on 7,248 cars in 1916; 59.2 on 8,227 cars in 1917; 58.3 on 13,290 cars in 1918, and 53.31 on 7,284 cars in 1919, and the average for the five years 56.6 as an argument that the desired 57 lbs. modification would meet the average needs.

E. H. Dadmun, Milwaukee, Wis., read the following statement on behalf of the Milwaukee Chamber of Commerce:

The board of directors of the Milwaukee Chamber of Commerce has ascertained the sentiment of the wheat trade at Milwaukee with reference to the proposed changes in the federal wheat grades, and begs leave to submit the following views:

The sentiment favors paragraph No. 1, which provides for the elimination of the sub-classed spring wheat, and substitutes humpback as a sub-class.

Also favors paragraph No. 2, providing for the elimination of the word "bright" in the spring and durum grades, except in the No. 1 dark northern spring and No. 1 amber durum, and substituting the provision that the wheat in all of these No. 1 grades shall be of good color.

Sentiment was found to be opposed to the change provided for in paragraph No. 3 increasing the moisture test in the spring and durum grades to 15%. It was thought that a change should be made in the present rule covering moisture tests, but that provision should be made in the rule for a moisture test on all inspections and that the moisture test should be made part of the grade.

The trade further expressed disapproval of the amendment provided for in paragraph No. 4 making a change in the amount of durum permissible in the grade of No. 1 spring, and the percentage of spring permissible in durum grades; also the change in the rule permitting 1% of rye to be carried in each of the grades of spring and durum wheat in addition to the present foreign material; and the change contemplated by paragraph No. 6 reducing the test weight of hard spring wheat one pound for each grade.

The grounds upon which opposition to these changes was based were the opinion and the general belief that it would be unwise to lower the quality of the wheat below requirements under the existing rules.

Sec'y Meredith: What I want to get at is where a reduction in the weight per bushel will give the farmer a cent more, or if it will be reflected in the price he gets.

P. D. McMillan, wheat department Washburn-Crosby Co., Minneapolis, Minn.: The producer will have to sell his good wheat on the basis of the lower standard. Why not reduce the test weight to 51 pounds and thereby benefit the farmer still more, if the argument is good? The proposed changes would raise the grades of less than 3 per cent of the wheat arriving at Minneapolis.

G. R. Hyslop, professor of agronomy, Oregon Agricultural College, Corvallis, Ore.: The test weight should be raised to 60 lbs. for No. 1 wheat. In the calendar year 1919 71 per cent of all receipts at Tacoma, Spokane, and Seattle graded No. 1. Too much of our heavy wheat is sold on the basis of the low test. Our experience of a change in test weight of Red Walla from 60 to 58, calling No. 2 No. 1, was that we got the No. 2 price for it. The producer of the 60-lb. wheat led 3 cents a bushel, and we would rather see raising of the test weight to 60 lbs.

John D. Shanahan, Buffalo, of the Niagara Falls Milling Co., the New York State Millers Ass'n, is opposed to any change that would lower the standard of the grades.

Grades should be a stable measure of quality, or the grades should be eliminated altogether.

If the weight is reduced to 57 lbs. it throws the whole situation open to manipulation. We can't pay the premium for 60-lb. wheat when we do not know what we are going to get. You can not legislate value into wheat.

The suggested change will reduce the confidence in the federal grades.

The reason the miller can not pay as much for wheat of less test weight is that as the test weight per bushel is reduced the quantity of flour is reduced; and the fiber, which reduces the quality of the flour, increases.

There is greater and keener competition among millers than among any other interest for the best wheat. There may be a range of 5 to 30 cents from No. 2 to the top price of No. 3 northern, because it may contain 10 per cent of red durum.

Adjourned to 1:30 p. m.

## Afternoon Session.

Sec'y Meredith: I want facts to show a farmer would get per pound as much for wheat testing 57 lbs. as for 58 lb. wheat.

Don Livingston, Pierre, S. D., director of markets of South Dakota: Wheat testing 59 lbs. will sometimes sell for 20 cents less than wheat testing 57 lbs. grown in a different zone and having a greater gluten content. It is hard to put up any set of specifications that would fit each year.

Mr. Shanahan: Under the old Minnesota rules they had two Nos. 1, No. 1 northern and No. 1 hard. The grading was not uniform, it changed from day to day, and these gentlemen desire to restore that condition. In Europe in my travels investigating for the U. S. Dept. of Agriculture I found that the buyers would pay no more for U. S. No. 1 northern than for Canada No. 3 or 4 northern grade, the Minnesota grades having deteriorated.

E. C. Andrews, of the Kehlor Flour Mills Co., St. Louis, Mo., for the federal grades committee of the Millers National Federation: We are opposed to any downward revision of the grades. We are satisfied to try out the grades under normal conditions. The millers will pay full value for a car of wheat irrespective of test weight.

Bert Ball, Minneapolis, Minn., rep. Spring Wheat Crop Improvement Committee: I have heard it argued that the farmer will make more money out of a poor crop than a good crop; but the chances are 10 to 1 that you will get a good crop by using good seed in well prepared ground. The campaign of education has changed the growing of velvet chaff from a 50-50 proposition to a 90 and 10 per cent of velvet chaff. Let us bring up our standards. We have got to have an ideal to work to.

A. S. Roberts, The Dalles, Ore., official representative of the Farmers Union: I see two Northwests here today. One a little way out.

There are a lot of changes proposed that we will not stand for. It is a very unusual year in the real Northwest that we can not raise 58 or 59 pound wheat. It would be no hardship to us if the rest of the Union said 60 lbs., as we would have a lot of No. 1.

Leave it as it is and try it out. In no event lower the standard. It should be raised rather than lowered. I recommend that the permissible moisture content be decreased rather than increased, so that No. 1 wheat of all classes may contain not to exceed 13½ per cent.

Sec'y Meredith: I do not believe I am doing my duty if I am costing the farmers any money. I have not yet been shown that the farmer would get more money by the proposed changes. I don't want to play politics. J. N. Hagan, Bismarck, N. D., commissioner of agriculture of North Dakota: This year North Dakota mills are grinding as high as 60 per cent of wheat shipped in from the

South; but are penalizing the North Dakota farmers who raised the high strength wheat. Wheat testing 56 lbs. has a high percentage of gluten and will make a high quality of flour. Some mills of North Dakota are mixing in 15 per cent of durum and getting away with it.

Forty-nine pounds of spring wheat flour with 40 per cent of southern wheat mixed in makes 55 one-pound loaves of bread. Forty-five pounds of all spring wheat makes 66 1-lb. loaves.

Edgar H. Evans, Indianapolis, Ind.: With the same amount of gluten the 57 lb. test wheat is worth more than the 51. One per cent of moisture means a loss of 3c a bushel on \$2 wheat. The man who has wheat with 15 per cent moisture is penalized because his number of possible buyers is less. The changes are not fair to the farmer. The good farmer would have to put in his good wheat at the same price as the poor farmer.

F. O. Paddock, Toledo, O.: For many years the Department of Agriculture spent a great deal of time and money to determine what should be the percentage of moisture and the test weight. The Department originally had the moisture much lower, but Senator Gronna said that 14 per cent was too low and it was raised to 14½. The Bureau of Markets has gone more extensively into and has more information on grading than all the millers and grain dealers put together.

Now is no time to change the grades in the middle of the stream.

It would be more fitting for Mr. Jacobson to introduce a bill in his own legislature to repeal his state inspection and make it conform to the federal standards.

Last year we raised 1,500,000 bus. of Marquis near Toledo, about 75 to 95 per cent of dark hard and vitreous.

You would depreciate the 57 lb. wheat to the value of the poorer mixture.

Mr. Paddock had placed in the record a resolution of protest by the Toledo Produce Exchange against any change whatsoever in the federal grades.

J. A. McGovern, chief deputy grain inspector of North Dakota: The loss is greater on the "inseparable material." There is no such thing. It goes into the by-products and is sold at the shorts or bran price. With a certain per cent of wild peas it is sold at a big discount, but it does not bother the miller. The inseparable material should be considered dockage.

C. F. Bell, Denver, Colo., read into the record a protest by the Denver Grain Exchange and the Intermountain Millers Ass'n, against the proposed changes.

W. E. Henry: The St. Louis Millers Club is opposed to any changes.

Mr. Shanahan: The gluten does not overcome the loss in test weight. The country elevator man will buy a 58 or 60-lb. crop on the basis of 57 price.

M. A. Beeson, agronomist A. & M. College, Stillwater, Okla., read a protest against any changes, by the Oklahoma State Board of Agriculture.

C. T. Doorty, of the Doorty-Ellsworth Co., Buffalo, N. Y., delegated by the Corn Exchange, and chairman of the Uniform Grades Committee of the Grain Dealers National Ass'n: The present standards should not be changed.

H. J. Smith, for the Kansas City Board of Trade, protested against any change.

Theodore F. Ismert, pres. Ismert-Hincke Milling Co., Kansas City, Mo.: Out of 59-lb. wheat we can make a barrel of flour out of 4 bus. and 30 lbs., or less; 58, 4:35 to 4:36; 57, 4:39 to 4:42.

W. J. Niergarth, of Marshall Hall Grain Co., St. Louis: For the St. Louis Merchants Exchange I protest against the changes.

O. W. Cook, Columbus, O., pres. Ohio Grain Dealers Ass'n, filed a protest against the changes.

C. C. Kelly, of the Kelly Milling Co., Hutchinson, Kan., protested.

Robert R. Clark, St. Joseph, Mo., of the Aunt Jemima Mills, for the St. Joseph Grain Exchange, filed a formal protest.

Ed Kelly, Imperial Mills, Wichita, Kan.: The Wichita Board of Trade is opposed to any change.

L. E. Moses, Kansas City, Mo., pres. Kansas Flour Mills Co., representing Southwestern Millers League: We protest against any change. When trade functions normally after the guaranty expires the mills will hedge against flour sales by purchases in the terminal markets, on the grade.

E. Bossemeyer, Superior, Neb., pres. Kansas Grain Dealers Ass'n: The higher the test the higher the price will be.

The representative of the Southern Illinois Millers Ass'n objected to a change and explained that as No. 3 wheat of 56 to 57 test required 4:40 to 4:42 bus., against 4:30 of No. 2 of 58 to 59 test to make a barrel of flour, he would have to buy No. 3 8 cents a bushel less than No. 2.

Chas. B. Riley, Indianapolis, Ind.: The Indiana Millers Ass'n and the Indiana Grain Dealers Ass'n are in favor of the grades as they now stand. The Indiana millers and the grain dealers 7 years ago started out to educate the farmers on grades and held schools to demonstrate what the grades meant.

H. H. Langenberg, St. Louis, Mo.: The country grain dealer selling on bids for grades will get no premiums.

W. H. Hastings, Hutchinson, Kan.: The Hutchinson Board of Trade is opposed to changes.

Mr. Goetzmann: I suggest that you allow 57 lbs. in Minnesota and 58 lbs. elsewhere.

Aderton Samuel, St. Louis, Mo., representing St. Louis Grain Club: We add our protest to any change in the grades. It would create uncertainty.

Mr. Hyslop: We are opposed to any reduction in the moisture percentage.

Adjourned *sine die*.

## IN ATTENDANCE.

Among those in attendance were: R. J. Anderson, Lewistown, Mont.; E. C. Andrews, St. Louis, Mo.; H. J. Atwood, Duluth, Minn.; J. W. Avery, Minneapolis, Minn.; Bert Ball, Minneapolis, Minn.; M. A. Beeson, Stillwater, Okla.; C. F. Bell, Denver, Colo.; E. Bossemeyer, Superior, Neb.; E. N. Bradley, Duluth, Minn.; A. A. Breed, chief grain inspector, Milwaukee, Wis.; R. R. Clark, St. Joseph, Mo.; O. W. Cook, Columbus, O.;

E. Dadman, Milwaukee, Wis.; H. G. Dickey, Minneapolis, Minn.; C. T. Doorty, Buffalo, N. Y.; H. E. Emerson, Duluth, Minn.; E. H. Evans, Indianapolis, Ind.; M. C. Fears, chief grain inspector, Kansas City, Mo.; A. L. Goetzmann, LaCrosse, Wis.; J. A. Gunnell, St. Joseph, Mo.; J. Hackler, Milwaukee, Wis.; J. N. Hagan, Bismarck, N. D.; B. L. Hargis, Kansas City; W. H. Hastings, Hutchinson, Kan.; H. H. Hicks, Milwaukee, Wis.; E. P. Hubbard, Omaha, Neb.; A. N. Hume, Brookings, S. D.; G. R. Hyslop, Corvallis, Ore.;

J. T. Ingersoll, Duluth, Minn.; H. H. Langenberg, St. Louis, Mo.; P. A. Lee, Grand Forks, N. D.; Don Livingston, Pierre, S. D.; Arthur Lukens, Atchison, Kan.; J. H. Manning, Milwaukee, Wis.; J. A. McGovern, chief deputy grain inspector, Fargo, N. D.; J. B. McLemore, Nashville, Tenn.; P. D. McMillan, Minneapolis, Minn.; Clarence Means, Duluth, Minn.; L. E. Moses, Kansas City, Mo.; J. A. Mull, Minneapolis, Minn.; W. J. Niergarth, St. Louis, Mo.; John Owen, Duluth, Minn.;

F. O. Paddock, Toledo, O.; Chas. Quinn, Toledo, O.; H. W. Reimann, Shelbyville, Ind.; C. H. Reste, Louisville, Ky.; Chas. B. Riley, Indianapolis, Ind.; A. S. Roberts, The Dalles, Ore.; Aderton Samuel, St. Louis, Mo.; John D. Shanahan, Buffalo, N. Y.; A. C. Smith, Duluth, Minn.; H. J. Smith, Kansas City; J. H. Staddon, Minneapolis, Minn.; M. Q. Tanner, Sikeston, Mo.; A. R. Templeton, Milwaukee, Wis.; C. V. Topping, Kansas City, Mo.; G. H. Tunell, chief grain inspector, St. Paul, Minn.;

REPORT on India's wheat crop shows that 27,429,000 acres are sown to wheat this year; compared with 23,448,000 acres sown at this time last year, or an increase of 17%. Weather conditions at the time of planting were favorable and the present condition of the crop is good, reports the Dept. of Statistics, India.

## Loss and Damage Claims as Affected by the Latest I. C. C. Decision.

From an address before the Western Grain Dealers Ass'n by Owen L. Coon.

Grain dealers and live stock shippers know how frequently railroad claims arise in the shipping business. But it may be of interest to you to know that there were 16,000 grain claims filed last year against the C., M. & St. P. Railroad, and some 4,000 live stock claims, the two together forming over one-third of their total loss and damage claims. It may be of interest to you to know that the C., B. & Q. railroad actually paid 12,000 grain claims last year, amounting to over \$300,000, and practically the same amount on approximately 3,000 live stock claims.

Due to the poor condition of railroad equipment, the amount of grain lost is greater than ever before. During the four months ending last October, there arrived at Chicago 19,000 leaking cars out of a total of 96,000, or one car out of every five. During the same period there arrived at Milwaukee 15,000 leaking cars, or one car out of every four. The same ratio has been holding true for the other principal markets. And these figures, gentlemen, do not include those cars which leak along the railroad right of way, are repaired in transit, and arriving with no leak and under seal security are called by the railroads, "Clear Record" cars.

**Reduce Losses:** We are all interested in reducing the number of these losses to a minimum. To accomplish this end requires the co-operation of the railroad that furnishes the cars. It also requires the co-operation of the railroad train crew that handles the car in transit, and the aid of the shipper that coopers the car. The work of only one or two of the three will not accomplish the desired result.

'Tis true you cannot force the railroads to furnish better cars when, according to the best figures available, there are between 500 and 600 thousand more cars needed to handle the freight traffic of the country. You have no control over the train crews, but you can do two things to reduce the number of your grain claims:

(1) You can force the railroad to furnish you good grain door lumber.

(2) You can exercise greater care in cooping your cars and preparing them for shipment.

Never use poor grain door lumber. Sort out the poor from the good and throw it to one side. If the railroad will not furnish you enough good grain door lumber, go to the local lumber yard and buy it. But keep an itemized account of the number of feet of lumber applied to each car and send the bill to me and I will somehow see that it gets paid. Starting a car to market with a poor grain door installed is making out the claim papers against the railroad in advance.

**Nail your doors more securely,** and coope the ends more carefully. One-tenth of all cars arriving at terminal markets in a leaky condition leak at the grain door. These are the hardest losses to recover for without starting a suit, due to the fact that Order No. 57 of the Railroad Administration prohibited their payment. Ever since that order was promulgated the railroads have persisted in their policy of declining grain door claims, and once having adopted a unified policy will probably continue to enforce it.

To prevent a bulge in the grain door and a leak through the crack, apply a third grain door over the joint of the two lower grain doors, with it raised about ten inches from the floor. Do the same with other joints, but be careful to nail the reinforced door along the top edge only. This is the procedure recommended in the decision of the Interstate Commerce decision in Docket 9009.

Never splice a grain door. If you have and a loss has occurred, you may be interested in seeing its probable condition on arrival.

About 70% of all leaks occur because of loose sheathings along the side and ends of the car. The liberal use of ten penny nails may save you the trouble of making up many a railroad claim.

If during the present car shortage you occasionally load a refrigerator car with grain, be careful to see that it is cooped in such a manner that grain cannot "slop" over into the ice boxes. As much as 2,800 pounds has been known to lodge in such a manner, and the man who unloads the car at the other end may forget to remove it.

**Docket 9009:** No matter how careful you are in the cooping of your car, losses are bound to occur, delays in transit are bound to arise, and claims will always be with us. Due to this fact, the Interstate Commerce Commission about two years ago, upon its own motion, initiated an investigation into the rules and practices governing the adjustment of grain losses. A committee of six was appointed to represent the shippers and a similar committee to represent the carriers. After many conferences, these two committees failed to agree in a report and the recommendations of each were submitted separately. About two months ago the Commission, in what is known as

Docket 9009, handed down its decision, which adopted, with a few exceptions, the shippers' report in its entirety.

What does this decision do for the grain shipper?

In the first place, it places upon the railroad the duty of rejecting an unsuitable car or a car improperly loaded. The railroads desired to place such an obligation upon the shipper, with the probability that they would have used such a rule to decline claims when the car proved to be effective at destination, though that condition could not have been ascertained previous to loading. This they are prevented from doing under the decision of the commission.

The decision says: "Carriers will decline to accept for transportation shipments which are improperly loaded, or which are loaded without proper authority in an unsuitable car." In other words, if the railroad places a car at your siding to carry bulk grain and the car is not suitable for bulk grain, you are safe in loading it, for the burden is upon the railroad to decline the shipment, and not upon you to decline the car. It is up to them to decide whether a car is suitable for bulk grain loading and if they make an error in judgment, that is their mistake and not yours. You are safe in loading it if they so instruct.

At the present time most railroads are declining claims for leaks at grain doors, contending that the duty to coope the car is upon the shipper, and that if he so places the door that a leak results, that is a loss for which the shipper and not the railroad is responsible. In this connection it is well to note that the duty to coope the car is still placed upon the shipper, under the decision of the Commission, except where it is placed upon the carrier by law, or by custom, or by agreement. But as under the previous rule which I quoted, placing the duty upon the carrier to reject a car that was improperly loaded, it is up to the railroad either to refuse to accept the car in the manner in which you cooped it or else stand good for any resulting loss. This should eventually mean the payment of grain door claims.

(2) **The duty of furnishing grain doors,** together with all accessories, such as nails, paper, cheese cloth or other calking paper, is placed upon the carrier. They made objection to the furnishing of the accessories, but this they must do under the new decision. If the railroad's supply of grain door lumber is exhausted and cannot be promptly renewed, the local agent is authorized under the decision to purchase a sufficient supply to meet the emergency.

(3) **The "hammer test"** method of ascertaining leaks is approved by the commission. To you men who ship to Omaha, Nashville and other markets which use such method of discovering leaks, this should mean the payment of many claims which the railroads now refuse. As you probably know, a rubber mallet is used to tap the car at possible points of leakage under this so-called "hammer test." It discovers leaks which actually occur in transit, but once the car is stopped do not show. This method of discovering leaks is not disapproved, though where used must be stated upon the car condition blank.

(4) **A deduction of one-eighth of one percent** for invisible loss and shrinkage is authorized TEMPORARILY, until a different basis is prescribed by law or fixed by lawful tariff authority.

(5) **In case of a disputed claim** the records of both the carrier and the claimant are made available to both parties under the new decision. This is a very important provision, for frequently the records of the railroad will show repairs in transit or leakage which the car condition report which you receive does not show. If you have the right to look at the railroad claim file after the investigation is completed you may find lots of facts which you did not know. At present the railroads deny this right to me in adjusting claims for shippers and they do to you as well. They contend that while I can trace the car and make use of the railroad's records for such a purpose, they are not bound to show me a claim file which is the accumulation of facts from other original records. This is probably the way they will continue to crawl out from under this rule of the Commission.

(6) **Clear Record Cars:** The most important rule gained for the shipper under this decision is that which has reference to "clear record" cars, or cars which arrive at destination without leakage or defective seal record.

As a result of Order No. 57 of the Railroad Administration, you probably know all too well what a "clear record" car is. It is a term applied to all cars which the railroads handle without their own records showing any leaks or defective seal records. It includes cars which leak in transit, but evidence of which does not happen to get recorded in the railroad records.

When you bring suit on a claim you don't have to prove leakage in transit or a defective seal record in order to recover. All you have to prove is the correctness of your loading and to market and cannot keep supervision over it

unloading weight and that there was less grain delivered at destination than you turned over to the railroad. The burden of proof is placed upon the railroad to show what went with the grain—and this burden they cannot meet your weights can be proved correct.

The railroads have been anxious to shift the burden of proof back upon the shipper. They have been anxious to escape liability except where leakage or defective seal record could be proven. So a provision was inserted in Order 57 to the effect that if the car had "clear record," this was prima facie evidence that no loss occurred. This threw the burden upon the shipper to prove leakage and how he was able to sustain such a loss. The shipper cannot follow his car several hundred miles to ascertain just where it leaks and how much. But the railroad, thru its railroad train crew, can maintain such supervision and if proper cars are furnished, properly protected and properly supervised, the railroad can know what becomes of the grain, and it is the only one that can.

The railroads desired this same provision inserted in Docket 9009. But this is what the Commission said in reply to such a proposition: "The adoption of the carriers' proposed rule would shift the burden of proof and deprive shippers of a legal right which they now have. By the weight of authority the shipper has established a prima facie case when he shows that the reported weight of the grain delivered to the consignee was less than that delivered to and receipted for by the carrier. The burden of rebutting this prima facie evidence of loss rests upon the carrier and the weight that should be given to its clear record necessarily depends upon the accuracy and completeness of the record and all other circumstances affecting the question of loss. It is only ONE of many factors that may and should be considered and cannot fairly be urged as a controlling test in all instances."

As a result, the Commission holds that the mere fact a car has a clear record is not conclusive proof that a loss has not occurred. The decision is that the burden of proof still remains upon the railroad to show what becomes of the grain and its desire to make its clear record of handling the controlling test must fail.

Such are the more important rights which the shipper has secured under the decision in Docket 9009. Altogether it constitutes one of the most important victories for the shipper in recent years.

**Loading Weights Must Be Accurately Determined:** But with this victory goes a burden—a burden which the shipper must meet to fully gain the fruits of this decision. In the first place estimated weights based upon cubic contents of the load and the test weight per bushel of the grain will not be accepted. The loading weights of all cars must be accurately obtained over scales weighing absolutely correct within certain limits of tolerance, and with certain regular inspection of scales.

Certain suggestions as to the installation, operation and inspection of scales are laid down by the commission. Automatic scales, together with track and hopper scales, are approved. Scales should be tested every year, and if possible every six months. They are required to be adjusted before loading is started, and four times during the weighing of any car. A number of other provisions respecting scale facilities are laid down. It is only by obtaining better scale facilities and better evidence as to their correctness that the rights given to the shipper in Docket 9009 can be finally enforced.

**FARM LABOR supply in Missouri is 75%** of normal, and that which is available is not as reliable as formerly. As a result, farmers in this state are determined to cut down their grain crops and are thinking seriously of resting their farms as well as themselves, reports the Missouri Crop Reporting Service.

**THE GOVERNMENT** operation of the railroads seems to be the principal cause of the unusual condition of our markets. At no time since the corn crop was ready for market have the railroads been able to move enough to even supply the consumptive demand, let alone to accumulate any surplus at market centers. (The same applies to oats.) All this time the cash has held at unheard of premiums over the futures, so it is hard to understand how a man can be indicted for buying grain for future delivery at from 5c to 10c less than it is selling for on spot. The short seller seems to be more to blame: as the covering of shorts has been a decided factor in congesting the market, however, most of the traders here are bearish, as a decided change in market conditions is overdue. —W. H. Perrine & Co.

# The Des Moines Meeting a Big Success

The 20th annual convention of the Western Grain Dealers Ass'n was held in the Ft. Des Moines Hotel, Des Moines, Ia., Thursday and Friday, April 1 and 2.

On Thursday morning the dealers were received and registered on the 7th floor of the Hubbell Building, where is located the offices of the Des Moines Board of Trade and the offices of the Western Grain Dealers Ass'n.

Shortly after 2 p. m. vice-pres. Lee Davis of Scranton called the convention to order in the large banquet hall of the Ft. Des Moines Hotel. About 300 persons were in attendance.

An address of welcome was made by A. J. Cheeseman, sec'y of the Des Moines Board of Trade. He told the Dealers that the Des Moines Board of Trade enjoyed being their host and that they hoped that the dealers would come to Des Moines again. He then told of how the Des Moines Board of Trade had been organized 9 months ago and that it now has 60 members.

Speaking of the Des Moines market he said: "Des Moines has a competent grain inspector and weighmaster and is on a parity with other markets. We are constantly improving conditions here and will soon be as great as any other terminal market. Des Moines is destined to become a great grain center because of it being in the center of a corn and oats belt."

Mr. Cheeseman then invited everyone present to attend the entertainment and smoker that was to be provided by the Des Moines Board of Trade.

The dealers were then informed by vice-pres. Lee Davis that pres. C. C. Cannon had been called away on a business trip and that the president's annual address would therefore be omitted.

Sec'y Geo. A. Wells, Des Moines, Ia., read his annual report as follows:

## Secretary's Report.

This is the twentieth anniversary of this Ass'n and also of my service as its secretary. Twenty years of continuous experience in connection with a grain trade organization that has been more or less of a factor in doing things inspires one to think retrospectively.

It may be of interest and not out of place to consider a few comparisons of general conditions relating to the grain trade that existed twenty years ago with conditions that exist today and to note the advancement and reforms that have taken place.

We should keep in mind the fact that there is a constant evolution of economic conditions always presenting new problems which affect commercial methods and practices.

The advancement and improvement in grain trade methods of commercial distribution that have occurred during the past twenty years have in a large measure been affected by regulations promoted and promulgated by the various grain trade organizations and that the grain trade as a whole has been a law unto itself, enforcing higher standards of moral integrity and establishing the most efficient and expeditious method of commercial distribution that has ever been accomplished in any line of business.

During recent years we have been having some experience with governmental regulation of transportation and commercial distribution conducted under cumbersome red tape methods that has necessitated a wider handling margin which, so far as grain products are concerned, has materially added to the toll paid for such service.

We may as well recognize the fact also that government supervision and regulation in these days is tending toward the building up of co-operative systems of commercial distribution and that there is a political sentiment prevailing throughout the country that the middleman in the grain trade and grain trade organizations should be eliminated and that the present competitive system under which the most efficient and expeditious methods of commercial distribution of grain have been established should be displaced by co-operative methods.

Efficiency, energy and courage are absolutely necessary in assuming ownership of grain while in the process of commercial distribution from the farm to the consumer, and the farmer should consider well before deciding as to whether the present grain trade competitive system which enlists individual efficiency, energy and courage in the highest degree should be displaced by governmental supervision and co-operative methods.

Each and every branch of the grain trade should give particular attention to the present situation and see that the farmers and the public have a correct understanding of the grain trade competitive system with all its machinery that includes handling facilities at country stations and terminals, its grain trade organizations doing their work open and above board in full public view, its grain exchanges that provide convenient meeting places for buyers and sellers to come together and conduct their business under rules and regulations that not only protect traders as between themselves, but also afford protection for the public against fraud and abuse.

Twenty years ago Des Moines was a city of about sixty thousand, and the best Iowa land could then be purchased at \$60 per acre; now worth more than four times that price. The general movement of the grain crop in this territory twenty years ago was eastward, and the grain rate tariffs of the principal railroad lines provided for eastward rates only. All railroads led to Chicago and the grain shipping business of this section was largely controlled by the railroads, each railroad company having its coterie of favored shippers who received rebates and concessions, whereas, today we have anti-rate discrimination laws and the day of rebates to favored shippers is past.

Twenty years ago the grain from this territory moved almost entirely through the primary markets of Minneapolis, Milwaukee, Chicago, Peoria and St. Louis. Each railroad company arbitrarily insisted on having the long haul.

The railroad map has been materially changed, and the Southwest now draws largely upon this territory for its grain supply through the terminal markets of Kansas City, Atchison, St. Joseph and Omaha, particularly when the green bugs get busy in Texas and the hot winds destroy the crops in Kansas and Oklahoma.

The grain rate tariffs have been changed to permit the movement of grain to the Southwest on an equitable basis. Joint rate tariffs have been put into effect so that now the grain shipped from this territory moves al-

most like water in the direction necessary to find its own level.

I would suggest to our Chicago friends in the grain trade who have, during the past few weeks, been looking for a big movement of corn and oats from this territory to Chicago that they should recognize the fact that the barriers which in the past have given Chicago the control of the grain movement have been largely removed and that this territory has market outlets on all sides as well as a large local consumption by feeders and industries within; also that it is not wise to allow a bearish sentiment to become chronic if they desire to encourage shipments to Chicago from this territory in competition with other markets.

Cut throat competition existed twenty years ago between the railroads, particularly at junction points, even to the extent of hauling grain free of freight charges. Today this would seem to be absurd. Such cut rate competitive conditions between railroads was disastrous to grain dealers not favored with rebates and the country trade was in a deplorable condition.

One day I received a letter from a traffic official of one of the largest railroad companies asking what, in my opinion, might possibly be considered a reasonable relationship between this Ass'n. and the railroads, and suggested that I come to Chicago and answer the letter in person. I did so, and we immediately began a discussion of the subject of cut rate competition between railroads at junction points and the injustice done thereby to country grain dealers. After we had considered the matter thoroughly he called a stenographer and dictated a letter addressed to me stating what he had decided would be the future policy of his company in regard to cutting rates at junction points. He then suggested that I call personally on certain traffic officials of the other railroads and show them the letter he had written to me and suggest that they adopt a similar policy. I did so, and they adopted the same policy, thus putting an end to junction point cut rates and unjust discriminations in this territory.

Claims for loss of grain in transit were seldom filed twenty years ago, except by the favored shippers, and the filing of claims for loss because of delay in transit had not been thought of. The carriers had never been forced to recognize their legal obligations to the shippers in general until this Ass'n insisted upon it. In order to bring the matter squarely before the railroad claim departments, we adopted the practice of inviting the general claim agents of the various roads to attend our annual conventions for the purpose of discussing questions relating to loss of grain in transit and loss because of delay in transit. I am glad to state that the general claim agents accepted such invitations and responded generously in participating in the discussion of these questions, the result of which was a recognition by the claim departments of the legal rights of the shippers on general principles.

The Interstate Commerce Commission started an investigation of the railroad claim departments for the purpose of ascertaining as to whether or not claims had been paid that were not valid and for the purpose of giving rebates to favored shippers. The validity of each claim paid was questioned under the investigation and the claim departments were, of course, obliged to substantiate the validity of each claim, thus the question of weights was vital in all grain claims paid covering loss of grain in transit. The documentary evidence as to accuracy of weights was in many cases found to be insufficient and questionable and the Interstate Commerce Commission called a hearing of railroads and shippers in which the carriers filed volumes of evidence discrediting weights of country grain shippers. As a result of those hearings the Interstate Commerce Commission ordered that the shippers and carriers organize a joint committee for the purpose of investigating the whole matter and making recommendations working toward a reconciliation of the differences existing between the shippers and the carriers in regard to the question of weights, weighing facilities, handling of grain from scale to car, shrinkage allowance, etc. Such joint committee was organized under the auspices of the Grain Dealers National Ass'n. Considerable time was consumed and a large amount of work done in undertaking to harmonize the differences as between the shippers and carriers and in preparing the report to the Interstate Commerce Commission. The Interstate Commerce Commission has made a final report, known as Docket No. 9009, which prescribes the conditions that must be observed by the shipper in order to obtain legal settlement of claims for loss of grain in transit.

There was no public supervision of weights at terminal markets 20 years ago, except at Chicago, where Board of Trade supervision had been established. The taking of carload dockage of 300 pounds per car was a general practice and if the grain was particularly dirty the dockage was arbitrarily increased without the consent of the shipper. The shippers called it "stealage."



A. J. Cheeseman, Sec'y Des Moines Board of Trade.

Carload dockage was about the first terminal market abuse that received the attention of this Ass'n after it was organized. We filed a protest with Weighmaster Foss, of the Chicago Board of Trade weighing department, with the result that carload dockage was ordered discontinued by the Board of Directors of the Chicago Board of Trade and other terminal markets followed the example of the Chicago Board of Trade.

H. A. Foss. In this connection I cannot resist the impulse to pay a brief tribute to that stalwart pioneer weighmaster of the Chicago Board of Trade weighing department. The close personal acquaintance that I have enjoyed with him during the past twenty years has been one of the compensations of my experience. It has given me an opportunity to know the man and also the privilege of knowing by experience and observation something of the high ideals of moral integrity and discipline he has always upheld as weighmaster of the Chicago Board of Trade. The greatest moral asset possessed by the Chicago Board of Trade is H. A. Foss and his weighing department.

Responding to the demand by the various grain trade ass'ns, weighing departments were soon established in other markets under supervision and regulations similar to Chicago, and today every primary market maintains a supervised weighing department. I wish that time would permit me to pay the proper tribute to John Dower and his predecessors who have served as supervisors of the weighing department of the Merchants Exchange at St. Louis, and I could tell of many acts of public service directly in the interest of country shippers done by these weighmasters in maintaining the moral integrity and discipline of their departments. Today the weight certificates of the weighing departments of the different terminal markets are negotiable at face value without question.

Grain inspection at terminal markets was irregular twenty years ago, unreliable and unsatisfactory to country shippers. The Grain Dealers National Ass'n took up the problem and a National Inspection Ass'n was organized. That ass'n did large work in its efforts to establish standard grades and uniformity of inspection rules. The Grain Dealers National Ass'n found it difficult to enforce the adoption of the grades thus established and it was finally decided that the Federal Government, under the supervision of the Department of Agriculture, should have the authority to supervise and enforce the use of standard grades. Standard grades of corn, wheat and oats have been established under the supervision of the U. S. Department of Agriculture and uniform inspection rules have been promulgated. The U. S. Department of Agriculture has adopted the practice of granting hearings on request for changes in the established grade specifications and rules and under this practice we may reasonably expect improvement in the supervision of grain inspection.

What I have said is with the hope of inspiring a sentiment to the end that each and every grain dealer, no matter what branch of the business he is engaged in, will publicly justify the existence of his business, and also insist that the competitive system of grain distribution provides the greatest service at the lowest cost to the producer.

Every grain dealer should make it his business to show that he is selling a service and also show what that service consists of, that it involves not only an investment of money and expense in the operation of mechanical facilities, but that it also involves the risk of ownership, that market fluctuations and deterioration in quality during the period of ownership are hazardous conditions that are to a greater or less extent disastrous and that the service of assuming the risk of ownership entitles the owner to a compensation for assuming such risk.

Eutopian dreamers and political schemers should be forced to recognize the fact that there is an inherent speculative condition involved in the production and commercial distribution of grain that cannot be eliminated. That the inexorable law of supply and demand governs and that it is impossible to stabilize a supply and demand basis or to stabilize the values of grain; that he who assumes the burden of ownership at any point between the threshing machine and the consumer, whether it be the farmer, the grain dealer, the miller or the retailer, performs a speculative service that is of benefit to the producer, and such service is entitled to reasonable compensation.

The Western Grain Dealers Mutual Fire Insurance Co., organized by this Ass'n in 1907, has made a wonderful growth, having increased the insurance in force from about eleven million dollars on Jan. 1, 1919, to over eighteen million dollars at this time. The assets of the company have also increased from about \$150,000 to more than \$230,000.

In organizing the Western Grain Dealers Mutual Fire Insurance Co., and in providing insurance at one-half the usual cost, the Western Grain Dealers Ass'n has established a service to the grain dealers that should be appreciated.

The past year has been rather uneventful so far as the activity of the Western Grain Dealers Ass'n was concerned. The usual activi-

ties of the Ass'n were displaced to some extent by the Government regulations of the grain trade and transportation. Such regulations having ceased, it may be reasonably anticipated, I think, that the grain trade will be confronted with many new problems in the future and that there will be an extraordinary necessity for efficient work by every grain trade organization.

The Western Grain Dealers Ass'n now has a membership of 595 individual members operating about 700 elevators. The work of conducting the business of the Western Grain Dealers Ass'n and the Western Grain Dealers Mutual Fire Insurance Co. is co-ordinated as may be readily conceived to great advantage to the country grain dealers in this territory.

In conclusion I desire to express my appreciation of the cordial relations that I have enjoyed with the grain dealers during the past twenty years and to acknowledge many compensations that I have received through that relationship, which I consider of more value than money.

A report of the financial condition of the Ass'n submitted by Mr. Wells and later verified by the auditing com'te showed: Receipts for the year \$6,454.37; disbursements \$6,087.89, leaving cash on hand \$366.48.

Pres. P. E. Goodrich of the Grain Dealers National Ass'n spoke on the service rendered by the grain dealers and their various organizations. His address appears elsewhere in the Journal.

J. A. King, Pres. Western Grain Dealers Fire Insurance Co., read a paper from which we take the following:

### The Success of Mutual Insurance.

Mutual Insurance continues to gain in favor. It is now being realized to a greater extent than ever before that it is a dependable protection at favorable cost.

The business done by mutual companies shows a very considerable increase for 1919 so much so, in fact that the stock companies are exhibiting great anxiety. At a recent National Meeting of agents and company executives of stock companies, the subject considered most important and given the largest consideration was mutual competition.

The large increase in the lines of insurance being carried by mutuals is not altogether because they furnish protection equally as good at less cost, but largely because they give patrons better service.

Accepting the premium on a policy and paying the loss, if any occurs, does not fulfill the whole duty of the insurance company to its patrons.

In most cases a fire entails a loss upon the owner of the property no matter how fully it is insured. The greater the extent of fire losses the higher will be the cost of insurance. This applies to stock companies as well as mutuals, but more especially to mutual insurance. The ratio of losses determines the rate.

Service: Mutual companies recognize that the most important service they can render to members is to assist in the prevention of fire. It is of much greater importance to the assured that a fire be prevented, than that the loss caused be paid.

Mutual insurance companies recognized this before the general idea of conservation prevailed and was put into practice on account of war necessities.

Many mutual companies have for some time been conducting a campaign of education in fire prevention.

Because of the need of conserving the resources of the country, and preventing property from being destroyed, in order to better sustain our part in the prosecution of the world war, a thorough investigation of the losses of property by fire was made. It was found that an enormous value in property is being burned in the country each year, that could be prevented. That of the \$350,000,000 yearly destroyed by fire, the greater part of this enormous loss is due to preventable causes, largely carelessness. The wide publication of these findings caused many people to realize that the loss of property by fire can and should be reduced by removing the avoidable causes. Conservation associations being formed, state wide in some instances and in many communities, even the stock insurance companies are advocating conservation now and in some cases are advising their agents to take a more active interest in the inspection of risks in an endeavor to educate their patrons in the relation of fire hazards to the probability of losses.

Fire Prevention: The Western Grain Dealers Insurance Co. has for years, been active in the matter of fire prevention. Through inspection of the risks written, calling attention to the owners of the property to existing hazards and suggesting their removal or correction a continued effort has been made to reduce fire losses.

We believe that the benefits from the results obtained have greatly exceeded the expense incurred. The benefits derived are largely

due to the cheerful co-operation of the policy holders which is duly acknowledged.

It seems reasonable to conclude that the increased dividends paid to its policy holders from year to year, because of the low fire loss ratio may be largely attributed to the effort made toward fire prevention.

However the desired result is not fully attained. The minimum of fire losses is not reached. Greater effort and more carefulness can be exercised.

If each and every owner and operator of grain elevator would determine not to permit the continuance in his elevator, of any avoidable cause of fire and would use the best possible effort to carry out that determination, the result would be surprising.

It having been positively determined that certain conditions are conducive to the occurrence of fire losses in grain elevators it is the duty of every owner and operator of a grain elevator to himself, to the other policy holders and to the public, to see to it that none of the objectionable conditions exist in his elevator, either the construction, arrangement, or operation of the plant.

Lightning Rods: I believe that if the protection afforded to property by properly installed lightning rods of approved material and manufacture was fully understood and appreciated, every grain elevator that is not metal covered and grounded, would be rodded.

When we consider that one-fifteenth of the property destroyed by fire is caused by lightning that the reports from thirty-four insurance companies for the year 1915 show 99.9 per cent efficiency, in rodded buildings, and that the credit on the insurance rate for rods, very material reduces the initial cost of the rods, it seems strange that any one would hesitate to have his elevator rodded.

Fire Protection: With the exercise of the greatest care and the best possible effort made in the matter of fire protection, occasional fires will occur, which leads to the question of fire protection.

Barrels of water have been considered reliable protection and their use urgently advocated, but it is found by costly experience that when a fire occurred they were usually out of order, either the water evaporated, pails missing or for some reason of no avail.

Chemical fire extinguishers of approved construction filled with a non-freezable solution are no doubt the most reliable and effective fire protection available for grain elevators. Such protection as is afforded by fire extinguishers is valuable even in protected cities or towns, particularly so on account of the extreme height of the buildings. It can be readily understood that if the fire in a grain elevator starts in or reaches the upper part of the building the fire department of any city or town is at a considerable disadvantage in combatting it, nearly all fires are about the same size when they start, that is, very small. If discovered soon and good chemical fire extinguishers are at hand, the fire can usually be controlled with but slight damage.

I have personal knowledge of elevators being saved from destruction, by the use of fire extinguishers. One in particular that demonstrated the effectiveness and value of such protection, the building and contents worth at least \$30,000 was set on fire. By the prompt use of fire extinguishers the fire was put out with only \$100.00 damage to the building and no damage to the contents. It was confidently stated that without the extinguishers the building and contents would have been destroyed.

Every owner of a grain elevator should install a liberal supply of approved fire extinguishers in his elevator; otherwise he is taking a risk of loss which might be avoided.

The Western Grain Dealers Mutual Fire Insurance Co. has been authorized by the Insurance Department of Iowa to do business under chapters 4 and 429 and is now an insurance company, not an assessment association as it was previous to that change.

In July of last year, this company was licensed in Nebraska and is now authorized to write insurance in Iowa, Nebraska and South Dakota.

This company did a splendid year's business in 1919. The insurance written in one month largely exceeded the amount written during the whole year of either of the first five years and nearly double the amount of the total line in force, at the end of the fifth year. The amount of risks in force was increased six millions on Jan. 1st, 1920, was seventeen millions. The admitted assets at the beginning of this year were \$233,282.00; \$211,635.00 of which was in interest bearing securities, approved by the Insurance Department of Iowa, and in Bank Certificates of Deposit. Securities amounting to \$135,000.00 are deposited with the Insurance Department. On Jan. first the surplus over the required legal reserve and all other liabilities was \$156,000. This company has never levied a special assessment, and has returned a dividend on every policy issued subject to dividend. The per cent of dividend has been increased from year to year, the amount now being returned is larger than at any previous time. In the matter of dividend alone, a saving has been made to our policy holders of nearly \$200,000. The surplus has been built up largely from underwriting profits outside of premiums received from grain dealers, so that grain dealers have had their protection at cost.

The plan under which this company is writing grain gives the dealer an opportunity to have protection in such amounts and at such prices as needed, without having to pay an excessive cost on account of short time or to continue the policy beyond the required time, in order to obtain favorable rate.

Vice-pres. Davis announced the following minutes: Resolutions: F. D. Milligan, Jefferson; L. F. Gates, Chicago, Ill.; and J. C. Edwards, Marcus.

Nominating: P. J. Harvey, Gowrie; S. W. Wilder, Cedar Rapids; and M. E. De Wolf, Jencer.

E. L. Morris, Divisional Supervisor at Kansas City spoke on Grain Grading.

Mr. Morris began his talk with an explanation of the proposed changes in wheat grades. He added that many persons believe that the changes in grade are desired so as to fit the poor quality of the 1920 wheat crop.

He then told how grading had been proposed as early as 1902 and then later was proposed by the Grain Dealers National Ass'n in 1906. The corn grades adopted by Chicago, were adopted soon afterwards by Detroit and then by other markets.

As production has increased so have inspection problems increased. Today Chicago is the general field headquarters of the Inspection Department and is within 14 hours of 75% of the country's principal grain markets. Now 20% of the inspections made at other markets must be sent to Chicago.

By this scheme, four competent inspectors at Chicago, having a combined experience of 10 years, keep in touch with the work of the inspectors at other markets and see that their work is properly performed.

Speaking on uniformity of grading Mr. Morris explained that nearly 90% of the grading done at Kansas City would make exactly the same grade in any other market.

Mr. Morris exhibited moving pictures showing the methods of handling grain in the field of the Pacific Northwest and methods of inspecting grain at terminal markets.

The meeting was adjourned until 9:30 Friday morning.

## Thursday Evening Smoker.

About 8:30 p. m. the evening's entertainment began. Master of Ceremonies Cheeseman said that after James C. Davis of the N. W. legal department made his address that any one entertaining a serious thought would be arrested.

Mr. Davis made an admirable address. He struck those vital points on the railroad and labor situation that kept the dealers on their toes every minute to catch every word he said. From his address we take the following:

## Organized Labor.

Inseparably connected with the railroad question is the question of organized labor, and how it shall be treated by legislation. In the regulation of organized labor it should ordinarily fall within two classes:

1st. Those engaged in what may be termed public service, such as policemen, mail carriers, railroad and public utility employees, and such industries as produce essentials to life, such as coal mines. Such employment may be termed public or quasi public.

2nd. All other employment in the ordinary private pursuits or industries.

The public has such an interest in the first class—the continuance of the operation of the plants which can be designated as public utilities for the production of vital necessities, that so organized strike or agreement, whereby the service is discontinued, should be permitted otherwise the people of this country, by the shutting down of coal mines, could be frozen to death; by the cessation of railroad service, could be starved to death, or by a strike of policemen, subjected to the mercy of the mob. Strikes among the employees of this character mean that a class representing a minority is greater than the whole; it means, that the functions of government are made subservient to the desires of a portion of the people; it, in a word, declares a soviet rather than a republican form of government.

The serious difficulty with the labor proposition is the fact that the great public has stood idly by, witnessing the struggle between labor and capital as tho it were a disinterested and

indifferent party, until these organizations have grown so strong that they threaten not only the lives of the people but our very form of government. The politicians of both parties, alert for labor votes, have made extravagant concessions in favor of organized labor.

The Clayton Act, the latest anti-trust legislation, contains the celebrated and oft repeated statement:

"The labor of a human being is not a commodity or article of commerce."

This same act especially exempted labor and agricultural or horticultural organizations from the provisions of the anti-trust laws of this country, and as each Congress, both Republican and Democratic, has made annual appropriations for the enforcement of the anti-trust laws, it has been expressly provided that none of the appropriations can be used in the prosecution of labor, agricultural, or horticultural associations.

Under such benevolent provisions the farmers of the South can limit the production of cotton for the purpose of raising the price; the farmers of the West can limit the production of corn, wheat, hogs and cattle for the same purpose; while labor can shut down the coal mines or paralyze the operation of the railroads, and thus freeze or starve the public into submission without violating any law.

The surrender of the United States Government in the Adamson law; the express statement of the National Federation of Labor, in convention at Atlantic City last June, that it would not recognize a writ of injunction; the open statement to Congress by Railroad Brotherhoods that anti-strike legislation would not be recognized; the steel strike; the coal strike, all indicate an avowed purpose on the part of organized labor to oppose, if necessary, the power and authority of the Federal Government.

The seriousness of this question is brought home to every one. I am not opposed to organized labor. I believe, as a general rule, in the plan of collective bargaining, but if collective bargaining is to be recognized, there must be some responsible party representing labor with whom the contract can be made, and against whom it can be enforced.

It is not fair to say that any citizen who believes that proper legislation should be enacted, which will provide a speedy and impartial tribunal to settle labor controversies, is opposed to the principles of organized labor. There must be some limit to the power of labor, or any other class of citizens, to set themselves up against the interests of the whole people or against the authority of law.

There is a peculiar and controlling reason why the employees of public service corporations should be prohibited from conspiring or confederating to stop the operation of a public transportation company. The carrier has a public duty to operate, and must accept for transportation such freight and passengers as are offered for carriage. It cannot refuse such offers, and it cannot voluntarily shut down. With this duty placed upon the carrier, and all persons who take this employment are aware of such duty, there is no reason why labor should not bear with capital this affirmative obligation.

In this situation, every individual has a duty, in the way of good citizenship, to perform. We have been remiss in the past. For a generation labor has been educated along lines that the average citizen took no interest in. Unconsciously we have let the body politic drift into two classes, the organized class and the other. It will take some courage and some patience to restore good relations.

The enormity of the proposition makes individual effort look hopeless, but it is not. We must practice what we preach. The world moves on. We will never go back where we were before the war, but we must reach a basis where law and order will control. Our public men must be statesmen rather than politicians. Just legislation should be enacted,

providing for the prompt and orderly settlement of labor difficulties. There must be fostered a spirit of give and take. A new spirituality must be created. It must take the form of right thinking and right acting.

The American people are not going to let this republican form of government perish from the earth. What we need is right leadership; a platform of justice in labor controversies, worked out through the forms of lawful procedure, where the power of the Government will stand against force, and, when that issue is presented, the same courage, patriotism, spirit of sacrifice, and love of country that organized our great army in the war will again assert itself, and the American spirit of law and order will prevail.

Following Mr. Davis were a number of vaudeville acts. There were all kinds of dancing and singing. A male quartette sang parodies on the popular songs of the day.

Hal Ray, Passenger Agent for the C. R. I. & P. who was a colonel in the army entertained the dealers with a short talk on his experiences in France. One of the large jobs entrusted to him while in France he explained was that he was requested to kill a French General by the sweetheart of the general's wife.

Wm. Murphy (Knute Knudson) of Kansas City entertained the dealers with stories told in Swedish dialect. At the conclusion of his talk he recited a poem about the Des Moines Board of Trade.

More cigars were passed around and then Mr. Cheeseman announced a boxing exhibition. Two small boys from Des Moines fought three hard rounds to a draw. Both were just about winded when they were thru. After Mr. Cheeseman told the boys had enough to buy about three railroads he chased them and introduced some more singers.

More cigars and local entertainment concluded an evening that everyone will long remember.

## Friday Morning Session.

Sec'y Wells had a hard time getting the dealers together for the morning session. All preferred to visit in the lobby. It was nearly 10:30 before the meeting was called to order.

Sec'y Wells quoted the following differences that had come to his attention:

An Iowa shipper sold a car of grain to a receiver at Omaha. The Omaha firm did not unload the grain at Omaha, but sold it without consulting the original shipper to a Davenport concern. The Davenport firm claimed that when the car arrived at Davenport it had been plugged and that the original shipper should be penalized. From the discussion we take the following:

A Dealer: If the original shipper plugged the car he should be penalized.

Another: Speaking as a commission man will say plugging by the original shipper is very seldom done.

A Receiver: The commission firm would have acted as the agent of the shipper had the grain been consigned to Omaha, but in this case the grain was sold to Omaha and when the grain was reshipped it was done by the



The Young Ladies Who Distributed Cigars to the Dealers Were Very Popular.

receiving firm acting for itself and not for the shipper.

Another Receiver: When a shipper sells to Omaha he expects inspection and weighing at Omaha and if the commission firm wants weights at Davenport or Chicago or any other market the consent of the shipper must first be obtained.

Had this shipment been a consignment the commission firm could reship at will, acting as the agent of the original shipper and the original shipper would be responsible for the grading and weighing at the final destination.

Sec'y Wells concluded the talk by stating that in his opinion the Omaha firm was to blame as the grain was sold to Omaha, did not have Omaha weights, and was reshipped at the peril of the Omaha receiver without the consent of the original shipper.

H. A. Foss, Chicago, president of the National Scale Men's Ass'n read a paper on the objects and work of the National Scale Men's Ass'n.

Edward A. Pratt, pres. of the E. A. Pratt Auditing Co., Chicago, Ill., read a paper on the value of accounting to the grain dealer in the course of which he said: In a good bookkeeping system the books must be of convenient size; they must be the fewest possible in number; the columns must be few but essential; the classification of accounts must be adequate; the ledger accounts must be self-explanatory.

It is too often the case that splendid business men will employ a lawyer and pay him well to organize a corporation and then will buy unsatisfactory books and records because they think that anything that anybody else uses will do to start with. Usually a bad start makes bad records continuously and results in very heavy losses.

With good books it will be possible to record all transactions from day to day quickly and completely. It will be possible for anyone who needs the information to find out the condition of the business from time to time, the condition of the principal ledger accounts, and what is particularly important.

The Hon. J. H. Henderson, Commerce Council of the State Railroad Commission spoke on Rental Charges for Elevator Sites. Mr. Henderson handled the Stacyville Grain & Coal case for a long time and for that reason he stated that he was familiar with every detail. His address appears elsewhere in the Journal.

The meeting was adjourned about noon.

A buffet lunch provided by the Des Moines Board of Trade was served in an adjoining banquet hall. The lunch was a real meal with all the "fixings."

### Friday Afternoon Session.

The last session was opened by Owen L. Coon of Chicago, who addressed the dealers on Loss and Damage Claims, I. C. C. docket 9,009. From his address we take the following:

Following Mr. Coon's talk was a round table talk on losses by the railways, losses thru inaccurate scale, and the opportunities the dealers have to collect on claims. From the discussion we take the following:

A Dealer: How can I recover for loss of grain in transit?

Mr. Coon: Keep a record of your "out-turn" and "in-turn" weights. If you have a good record with but little variation the railroad will pay attention to your claim. If there is considerable variation of weights the railroad will probably ignore claim.

A Shipper: Can I make claim for loss when I use wagon scale weights?

Mr. Coon: If your "out-turn" and "in-turn" weights show but little variation the railroads will as a rule offer you 50% of your claim, if reasonable.

A Shipper: How long after I file claim for loss can I start suit?

Mr. Coon: Suit must be filed within 6 months after railroad declines claim in writing.

A Shipper: It took 30 days for a car of grain I shipped from an Iowa point to reach St. Louis. During this time the market declined. How can I determine what was a reasonable time for that car to reach St. Louis? Can I make claim on account in the decline in market?

Mr. Coon: Look in your records for other shipments made to St. Louis. Determine the average time it took those shipments to arrive. One cannot arbitrarily say how fast shipments must move but this average obtained can be used in filing claim. Be sure in filing claim for decline in market that the price was up the day the car should have arrived.

A shipper then said that an automatic scale he had would vary slightly. First it would weigh too much and then not enough. He explained that the variation was not so great as to cause him any loss in shipment. He asked if anyone knew if automatic scales could be adjusted so as not to vary.

A scale man replied that with proper adjustment and care an automatic scale should not vary more than  $\frac{1}{2}$  bu. in 1,000 bu. or about  $\frac{1}{2}$  lb. in 1,000 lbs.

Wm. Murphy told of the value of an organization making a claim rather than an individual. He quoted an instance where a friend had a grain shipment unreasonably delayed. His claim upon the railroad was ignored. This same man joined the Kansas Grain Dealers Ass'n and with the assistance of that organization the railroad heeded the claim and settled.

H. A. Foss, weighmaster, Chicago, said the shipper who sent in a statement containing car number, initial and weight would get far more consideration in any claim made than the man who made no such statement.

The Auditing Com'te accepted as correct the report of the Treasurer on the finances of the Ass'n.

The resolutions as read by F. D. Milligan, of the resolution com'te were unanimously adopted.

### The Resolutions.

#### Opposition to the Reds.

RESOLVED, That we reaffirm our loyalty and devotion to our country and to the republican form of government as guaranteed to us under our constitution, and pledge our active opposition to forces which tend to overthrow government by the majority as expressed by law and to every attempt to substitute revolutionary for evolutionary methods in working out our destiny as a nation.

#### Increase Revolving Fund for Railroads.

WHEREAS, the producing territory we serve is dependent for its prosperity upon transportation facilities furnishing ready access to open markets, and

WHEREAS, transportation facilities now available to this great agricultural section are entirely inadequate, resulting in serious interruption of free flow of commodities so essential to our normal national life, and

WHEREAS, early relief from these conditions can be secured only through immediate co-operation by Governmental agencies, therefore be it

RESOLVED by the Western Grain Dealers Ass'n., in convention assembled at Des Moines, Iowa, this second day of April, 1920, that we respectfully petition the Congress of the United States to provide in the national interest for such an increase in the revolving fund available to the railroads as will make possible the immediate purchase of sufficient additional equipment to materially relieve the present intolerable situation, and to provide further that the entire revolving fund, so enlarged, be made available, if necessary, for the purchase at present only of such freight equipment as will provide adequate transportation facilities for the necessities of life, and

RESOLVED, that copies of these resolutions be forwarded to members of the Committees on Interstate Commerce of the Senate and House of Representatives of the Congress and to each member of Congress representing the states of Iowa, Nebraska and South Dakota.

### Waterway Development.

WHEREAS, our present national lack of adequate transportation facilities is partially due to failure to provide in advance for the present state of industrial and agricultural development, and

WHEREAS, a proper regard for the future welfare of the country would suggest foresight in an attempt to anticipate coming needs as well as to remedy known requirements, and

WHEREAS, the development of water routes of transportation is essential to supplement and to relieve our present and contemplated rail systems, therefore, be it

RESOLVED, that the Western Grain Dealers Ass'n commend the development by the national government of the Mississippi barge line project and petition early and favorable action by the national government in developing in co-operation with Canada the Great Lakes-St. Lawrence Deep Waterway in such manner as will furnish to the industrial East much needed water power at low cost and addition provide to the agricultural West an advantageous outlet for her surplus products which seek markets abroad, and to this end be it

RESOLVED, that we ask both great political parties to pledge themselves to a general policy of waterway development and especially to pledge themselves to the early development of the Great Lakes-St. Lawrence Deep Waterway.

### Thanks.

RESOLVED, that we tender to our veteran secretary, Geo. A. Wells, our thanks for twenty years of able and self-sacrificing service in the interest of this Ass'n.

RESOLVED, that the Western Grain Dealers Ass'n tender its thanks to the citizens of Des Moines, and especially to the Des Moines Board of Trade, for the hospitality and entertainment provided to our members at the convention, which have contributed so much to the success of our twentieth anniversary meeting.

The nominating com'te announced the following officers for the coming year: Pres. Lee Davis, Scranton; vice-pres., J. C. Edwards, Marcus; directors, J. R. Murrell, J. Cedar Rapids; E. H. Teidmann, Fonda; W. G. Goy, Tabor; Carl Undahl, Madrid; Clinton Belz, Conrad.

The convention adjourned about 5 p. m. and in a few hours everyone was on his way home.

### Convention Notes.

Over 400 registered during the meeting.

F. W. Baujan was present from Sioux Falls, S. D.

W. H. Bartz & Co. had two of the prettiest girls in the state distributing cigars all during the convention to the visitors.

The Iowa school teachers were holding a convention in Des Moines, April 1 and 2, and all hotels were filled to capacity.

The Trapp-Gohr-Donovan Co. exhibited a Trapp Dumping System and a Trapp Dumping Grate, in charge of J. C. Williams and S. Markland.

The Globe Machinery and Supply Co. had an exhibit of the Globe Combination Auto Truck and Wagon Dump, in charge of H. Dawson and F. Newquist.

Methods of grading and testing grain were exhibited to the dealers in the meeting room by the U. S. Dept. of Agri., under the direction of E. L. Morris, supervisor of Federal Grain Inspection at Kansas City, and R. C. Wright, supervisor of Federal Grain Inspection at Sioux City.

The two "round table talks" held during the convention aroused considerable interest. One was on railroad claims and one on the responsibility of a terminal market buyer to whom grain had been "sold" by a country shipper and then resold by the commission firm to another market without unloading at the first market and without the consent of the original shipper.

The convention, starting on All Fools' Day found the dealers hanging their coats on special Grain Dealers Coat Hanger and trying to light their cigars with matches that would not light, or if dropped on the floor would light on both ends. Another April fool souvenir was a camouflage button which really was a pencil and knife sharpener, passed out by A. McArty, of W. H. Perrine & Co.

St. Joseph representatives included W. W. Simmons, of the Sloan-Simmons Grain Co., and W. M. Huff and J. F. Kellogg, of the Kellogg-Huff Grain Co.

Carol Sherman and O. H. Holland, of the Western Grain Dealers Fire Insurance Co., had charge of the registration of the dealers. Their cheerful smile and warm welcome made the dealers feel right at home.

Omaha representatives included: F. M. Bewsher, A. W. Hawkins, J. W. Holmquist, F. P. Manchester, Sec'y Omaha Grain Exchange; Arthur McKinley, Ellsworth Moser, representing the Merriam Commission Co.; C. D. Sturtevant and Mel Uhl.

Kansas City representatives included E. E. Bryson, Carl Congelton, W. B. Creamer, J. C. Dopp, A. W. Erickson, W. F. Fiquet, Hugh Hinson, representing the Thresher-Fuller Grain Co.; Wm. Murphy, Tod Sloan, representing B. C. Christopher & Co., and Walter Warren, representing the Federal Grain Co.

Milwaukee representatives present included: W. M. Bell, T. H. French, representing L. Bartlett & Son; L. J. Keefe, L. H. Bournique, A. R. Taylor, Geo. H. Marble and A. E. Bush, representing Taylor, Bournique Co.; H. A. Mulholland, representing the Cargill Grain Co., and C. G. Thorsen.

Supply men in attendance included: W. J. Blake and Charles E. Newell, of the Newell Construction Co.; L. L. Atwood, A. K. Bentley, J. C. Burrell and J. T. McDowell, of J. C. Burrell Co.; J. D. Bulger, representing the Richardson Scale Co.; F. J. Conrad, N. C. Ellis, of the Ellis Drier Co.; H. O. Kelder, A. McLeod and C. F. Younglove, Younglove Construction Co.

Peoria representatives included: Geo. W. Cole, W. H. Barnes, Grant M. Miles, representing P. B. and C. C. Miles; Louis Mueller, representing the Mueller Grain Co.; M. F. Murphy, and J. L. Waring, representing S. C. Bartlett & Co.

The meeting was held in the commodious new Fort Des Moines Hotel. The large lobby and mezzanine lounge adjoining the quiet hall on the court afford ideal accommodations for large conventions. Then, too, Manager Fossett gave the Ass'n his personal attention.

Chicago representatives included Wm. Bates, H. B. Beatty, J. H. Barrett, G. E. Booth, L. F. Gates and W. G. Kelly, representing Lamson Bros. & Co.; C. L. Douglass, representing E. W. Bailey & Co.; B. L. Figley, H. A. Foss and Joe Smith, of the Weighing Dept., Chicago Board of Trade; J. J. Fones, representing E. W. Wagner & Co.; Carl and Ray Gerstenberg, of Gerstenberg & Co.; G. F. Kersten, representing the Armour Grain Co.; E. Plagge, representing Simons, Day & Co.; W. A. Putman and J. M. Bradford, representing Pope & Eckhardt Co.; E. A. Pratt, H. A. Rumsey, of Rumsey & Co.; Wm. Simonds and E. E. Rice, Sawers Grain Co.; A. Seeder, representing Bridge & Leonard; T. H. Tvoedter and H. J. Koehl, representing W. H. Perrine & Co.; Clarence Thayer, of C. T. Thayer & Co.; F. J. Thatcher, W. M. Timberlake, W. W. Sylvester and O. M. Woods, representing ReQua Brothers; J. W. Weinand and H. L. Miller, representing Ware & Leland.

SOUVENIRS included pencils from Taylor & Bournique Co.; J. H. Dole & Co.; the Newell Construction Co.; the Western Grain Dealers Fire Insurance Co.; a penholder from Taylor & Bournique Co.; a key ring and tag from P. B. & C. C. Miles; souvenir feathers from the Blackhawk Grain Co.; a reliable weather barometer from the J. L. Frederick Grain Co.; a celluloid ruler from the Langenberg Grain Co.; a penknife from the W. D. Orthwein Grain Co., and a match case from the Elmore-Schultz Grain Co. A useful table, showing the freight rates on grains, flour and hay, was distributed by the Taylor & Bournique Co.

St. Louis representatives included: D. L. Boyer, W. T. Brooking, representing Marshall Hall & Co.; T. A. Bryant, Geo. Davis, S. Fisher, B. A. Gilliland, E. H. Hasenwinkle, R. C. Harvey, John H. Henon, representing the Elmore-Schultz Grain Co.; E. F. Jolidan, representing Langenberg Bros. Grain Co.; Geo. C. Martin, Jr., and F. Bubb, of Goffe & Carkener Co.; J. S. Miller, representing the Elmore-Schultz Grain Co.; T. B. Morton, H. C. Noland, F. C. Orthwein, M. C. Roskopf and John Dower, Dept. of Wts., St. Louis Merchants Exchange; P. C. Smith, Ward Smith, H. A. Van Rump and Frank M. Ward.

Iowa dealers present included: W. G. Austin, Austinville; C. E. Atherton, Deep River; E. A. Beneke, Palmer; J. A. Beckwith, Gowrie; J. A. Beering, Garwinville; L. G. Blakslee, Gravity; H. B. Bookcom, Malcom; W. C. Boyle, Morning Sun; L. M. Bremer, Elburn; J. S. Brown, Mingo; C. C. Buck, Iowa Falls; R. Bullard, Maxwell; J. L. Burt, Wilke; J. A. Carden, Hampton; L. F. and F. W. Carlson, Lehigh; Wm. Claussen, Wall Lake; Thos. Craig, Mitchellville; Delbert Cramer, Grand Jct.; W. M. Crawford, Minburn; M. E. De Wolf, Spencer; Lee Davis, Scranton; C. E. Donald, Clinton; E. L. Dwyer, Ft. Dodge; B. E. Edwards, Grinnell; I. C. Edwards, Marcus; W. W. Eaton, Boone; Geo. A. French, Cherokee.

G. Gault, Preston; L. W. Gifford, Cedar Rapids; W. G. Goy, Tabor; H. S. Greig, Estherville; P. J. Guthrie, Elkhart; Glenn Hall, Penora; B. C. Hampfield, Dexter; P. J. Harvey, Gowrie; A. D. Hays, New London; F. A. Haase, Zeoring; C. J. Hesson, Newburg; M. R. Higgins, Livermore; G. E. Heiner, Hartley; C. D. Hobbs, Mallard; C. H. Hurd, Rinard; F. M. Hushka, Bradford; H. H. Jones, Goldfield; R. M. Jamison, Hedrick; Oscar Kemp, Cedar Rapids; O. H. Kieth, Mt. Pleasant; C. L. Knox, Casey; C. A. Lawler, Woden; T. W. Lamme, Winfield; C. E. Lowrey, Cushing; J. L. Lowrey, Buckeye; L. W. Larson, Rolfe; J. W. Lingebach, Holland; J. K. McGonagle, R. J. McCleery, Laurel; H. McClelland, Arnold; H. McCord, Davenport; M. M. Mason, Cambridge; W. J. Martin, Otho; F. D. Milligan, Jefferson; J. F. Miller, Dakota City; W. S. Mitchell, Purdy; Geo. Moulton, Fonda; M. E. Montgomery, Shielsburg; J. E. Morris, Primghar; W. A. Murray, Bancroft; J. R. Murrell, Jr., Cedar Rapids; John Nessen, Holland; J. Ohde, Manning.

R. H. Patterson, Pocahontas; J. L. Patton, Newton; F. C. Pelterson, Rolfe; F. G. Peterson, Moreland; D. J. Peters, Wielsburg; F. Peters, Mason City; James Pirie, Gowrie; R. Potler, Patterson; R. J. Pulley, Zeoring; W. E. Reynolds, Churdan; P. L. Rivard, Pocahontas; F. C. Sigler, Indianola; A. Sien, Atlanta; L. H. Schroeder, Dysert; Chas. Sherret, Wiota; E. R. Schlosser, Colfax; Geo. Strom, Sioux City; Geo. Stibbens, Red Oak; H. L. Stokely, Woodward; J. E. Swedberg, Boxholm; T. A. Tansey, Hubbard; E. H. Tiedman, Fonda; W. H. Thoman, Batavia; W. T. Thorpe, Baxter; J. S. Thompson, McCallsburg; W. H. Thoma, Bernhardt; Wm. Topp, Hubbard; F. D. Trainer, Ackley.

C. Van Gundy, Pocahontas; E. S. Warner, Bagley; R. E. Wenger, Guernsey; F. C. Warneke, Maynard; C. Williams, Boone; F. S. Whiting, Waukeet; C. A. Wildman, Menlo; J. A. White, Convo; R. L. Wood, Coon Rapids; O. M. Woods, Iowa Falls.

## Department of Agriculture Gets Big Appropriation.

The Agricultural Bill, passed by the House of Representatives in February appropriating over \$30,000,000 to the Department of Agriculture, reached the Senate on March 13, and passed that branch Mar. 26.

The Senate com'tee on Agriculture and Forestry made some changes in the bill and increased the appropriation for the eradication of the pink boll worm by \$300,000. They also established a new appropriation of a half million dollars to prevent the spread of the European corn borer.

The revised bill as it passed the senate March 26 increased the total appropriation made by the House by about \$2,300,000.

Included in the separate appropriations contained in the Senate bill was \$41,680 for the testing of commercial seeds; \$359,705 for the improvement of cereals; \$130,000 for the purchase, propagation and the distribution of rare seeds; \$322,816 for the Buro of Crop Estimates; \$540,220 for the Buro of Public Roads; \$538,623 for the enforcement of the Grain Standards Act; \$50,000 for the enforcement of the Warehouse Act.

The appropriation for the free seed graft was revised, despite the efforts of the friends of economy and the enemies of waste.

THE AREA OF MAIZE under cultivation this season over the Union of South Africa is 21 per cent less than the previous season, according to reports of Consul Fred D. Fisher from Johannesburg. Only the low veldt districts in the Transvaal report an increased acreage. If normal conditions obtain, a yield of 12,807,400 bags may be expected.

A BILL to protect people against misbranding and misrepresentation was recently introduced in the house by Representative Rogers of Massachusetts. The proposed law provides a penalty of fine and imprisonment for its violation. It would practically do away with the present system whereby every state has a different law governing for misbranding and misrepresentation, especially in the sale of mixed feeds.



Standing, Directors E. H. Tiedeman, Fonda, and W. G. Goy, Tabor, Ia. Sitting, V. Pres. I. C. Edmonds, Marcus; Pres. Lee Davis, Scranton, and Sec'y Geo. A. Wells, Des Moines.

## Seeds

LOUISVILLE, KY.—The interest of Chas. D. Ross in the Ross Seed Co. has been sold to Alfred Chescheir who will carry on the business under the old name.

CLOVER SEED cannot be exported or re-exported from France, except under license from the minister of finance, states a decree to go into effect March 26.

THE IRISH Department of Agriculture, on account of the expected increase of acreage devoted to flax, has instructed all producers to order their seed at once.

LIGONIER, IND.—The word "Ligonier" inscribed across a circular device has been registered by N. Wertheimer & Sons as their trademark, number 121,510, for use on field seeds.

NEWARK, O.—The letters "S O S," explained by the caption "Sow Osburn's Seeds," have been registered by C. S. Osburn & Co. as their trademark, number 124,186, for use on garden, flower, vegetable, field, farm and grass seeds.

BEAVER DAM, WIS.—There is a shortage in this locality of good seed oats. Seed corn is plentiful and of good quality. Because of the high price asked for clover seed, I expect many farmers will sow much less than usual.—H. E. Krueger.

MOBILE, ALA.—The Gulf Coast Seed Co. has been incorporated with a capital stock of \$10,000 and will do a wholesale and retail business in seeds. The officers are: Pres. F. B. Davis, v-pres. T. C. Stephens and sec'y-treas. E. D. Maxon.

TOLEDO, O.—April clover prices are question of demand. It has been disappointing. Early season demand may have been at expense of usual March-April requirements. Alsike has alienated affections of some former clover users. Others are using alfalfa, a cheaper crop to handle, more productive of hay, and all right as a temporary measure, though without the permanent enriching qualities of clover.—Southworth & Co.

TOLEDO, O.—The April demand will largely decide the price of cash and April clover. Open trades in April are not large. Will the shorts or longs become anxious first? Cash may command a premium till the middle of April. Cash demand last half April is generally light. Stock here is around five or six thousand bags. How much will be carried over? Much of the demand has been supplied by imports from France and Italy. April seed sometimes advances during April, sometimes declines. It all depends on the season. Fresh trades are practically all in October seed. It is largely a guess on the new crop. Prime of the new crop is required to fill contracts. Present prospect is mostly favorable, but July and August are the critical months. It requires exceptional weather to make a large seed crop. Low on October

seed generally occurs early. High has always occurred after August first, except last year, when it occurred the last week in July. Timothy is still in a rut. April and May shorts are mostly hedgers who will deliver the seed. Stock here is still increasing. Toledo is hard pressed for storage room. Timothy needs a big export demand, but it will never get it at these prices.—C. A. King & Co.

TOLEDO, O.—Clover seed had a little setback. Cold weather again in evidence. Means another delay in the spring seeding. Odds and ends being shipped in from the country—little surpluses they don't care to carry over. Scenery looking fine. Looked fine last year, but did not go that way to maturity. Easy to sell it down. May not be so easy to buy back unless another crop of bears sell. Remember, there won't be much, if any, old seed carried over into the new crop. Next crop will have to go thru in perfect condition to make things normal again. It won't come thru that way, and must go thru more or less trouble before harvest. Acreage has been cut. Twenty-five dollar seed may look cheap a year from now. Little spring plowing has been done, and seeding will be late in many localities.—J. F. Zahm & Co.

THE AVERAGE GERMINATION for red clover seed is lower than that of preceding years, according to R. C. Dahlberg, in charge of the seed laboratory at Minnesota University Farm. The exact figures are 73 per cent for germination with 18 per cent of hard seed. Mr. Dahlberg says, "The production of seed in the United States last summer was far short of actual requirements, because of crop failure in the big seed producing sections. Large quantities of red clover seed have been imported. Imports up to January were 9,259,000 pounds, which is the third largest importation in the last 10 years. Approximately seven-eighths of this seed has come from Italy and one-eighth from France." E. Brown, of the federal seed laboratory, says, that the imported Italian red clover is the poorest that can be planted by an American farmer, and that the only sure way of eliminating it from our markets is to raise more local seed.

### The Free Seed Waste of Public Money.

The section of Philadelphia embracing the first congressional district, represented by William S. Vare, is being deluged with seeds from the Department of Agriculture in Washington. They are arriving in thousands of pretty little packages, with a fac simile of Congressman Vare's signature in the upper right-hand corner in lieu of a postage stamp.

The flow of seed packages into the branch postoffices and substations in South Philadelphia started last Monday, March 26. By the middle of the week they had accumulated to such an extent as to become noticeable, and several days later the bulk of this mail increased until it had taxed the capacity of the branch offices to handle it.

Mail carriers who had all they could do to deliver the normal mail became so overburdened with seeds they were delayed on their routes. And still the seeds came in such great quantities and so fast that they were simply piled into corner in the postoffices. The Vare seed deluge was more than existing postal facilities could handle.

According to mail carriers, who complained of the added burden, virtually every male occupant of voting age in every house in South Philadelphia has so far been presented a package of seeds. In almost every instance, the delivery of a package occasioned surprise on the part of recipient, who said he had not sent for seeds and had no use for them.

So many seeds have been thrown away in South Philadelphia that every garbage can threatens to become a blooming flower pot or a miniature vegetable garden. In the most thickly populated portions of the district there

is not enough exposed earth to grow even a weed. The majority of the houses have very small yards in the rear, and these, in nearly every case, are covered with brick. Even men who merely board in some of these homes have received packages of seeds, which have found their way to the garbage can.

Brother Bill has overlooked no one on the list of voters in his district. "Send them seeds" has been his latest slogan. It does not cost anything, as his seed presents are sent thru the mails as government matter at the expense of the general public.—Philadelphia North American.

## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

C. & E. I. has filed special supplement to its tariffs establishing minimum weights of grain and grain products effective April 1 on the same basis as the C. & A. below.

C. R. I. & P. has filed special supplement to all tariffs effective Apr. 1 establishing the same minimum weights on grain and grain products as given in the supplement of the Chicago & Alton, below.

C. & A. has filed special supplement canceling 37 other supplements and prescribing minimum weights on grain and grain products effective Mar. 31 and until Aug. 31, 1920. On grain, all kinds, minimum weight marked capacity of car, except where marked capacity is less than 40,000 pounds, in which case minimum weight will be 40,000 pounds per car. Note.—When grain is loaded at point of origin to within 24 inches of roof at side walls of car for the purpose of Federal, state, board of trade or grain exchange inspection (notation to that effect being inserted in the B/L by shippers) or when grain is loaded to proper grain line of cars so marked, or when car is loaded to full space capacity, actual weight will apply. In straight or mixed carloads, or in mixed carloads with other articles when tariffs provide that the grain or grain product (flour, meal, etc.) commodity rates apply on such mixtures. Minimum weight 60,000 pounds per car, except when marked capacity of car is less, the marked capacity, but not less than 40,000 pounds per car will apply, or when a car is loaded to full space capacity, the actual weight will apply. On grain and grain products handled under transit arrangements the minimum weight from transit point will be the same as the minimum weight into the transit point, except when a car of less capacity is furnished at transit point, in which case the minimum weight as applicable to such car of less capacity will apply or where shipment from transit point consists of grain products the minimum weight on such grain products from transit point will be the same as provided herein on grain products. On mixed carloads of grain and grain products the minimum weight as applicable to shipments of grain products in mixed carloads will apply, provided the weight of the grain which may be included in such shipments shall not exceed 33% per cent of the total weight loaded in such mixed carloads. If the weight of the grain which may be included shall exceed 33% per cent of the total weight loaded in such mixed carloads, the minimum weight as applicable to such grain will apply, except when car is loaded to full capacity the actual weight will apply.

FRANCE's wheat stocks are so low that a greater quantity of flour substitutes must be used in bread, at least until June, when, according to the government's program, importations of more wheat will be received. The undersecretary of the food department has prescribed then when wheat and rye flour alone are used in bread, the wheat must be 60 per cent to 40 per cent for rye. For wheat and corn the proportion is 75 to 25 per cent. Sixty-five per cent of wheat may be used when it can be mixed with 35 per cent of rye and corn. Where beans and peas are used they must not exceed 5 per cent.

### Seed Movement in March.

Receipts and shipments of seed at the principal markets during March, compared with March, 1919, were as follows:

	Receipts		Shipments	
	1920	1919	1920	1919
Chicago, bus.	200,000	131,000	.....	.....
Duluth, bus.	93,415	111,377	65,043	49,819
Kansas City, bus.	.....	1,000	.....	1,000
Milwaukee, bus.	31,700	46,096	1,400	.....
Winnipeg, bus.	131,000	111,100	.....	.....
TIMOTHY.				
Chicago, lbs.	2,383,000	1,578,000	2,913,000	1,659,000
Milwaukee, lbs.	44,152	.....	429,172	28,000
Toledo, bags	15,373	13,780	13,269	20,237
CLOVER.				
Chicago, lbs.	2,154,000	1,974,000	1,695,000	984,000
Milwaukee, lbs.	466,439	501,272	317,993	76,159
New York, bags	1,787	.....	1,639	.....
Toledo, bags	3,168	3,304	9,306	18,485

## Grain Carriers

REGULAR STEAMER service between Cleveland, O., and Detroit, Mich., opened Apr. 1.

IN THE LIGHT of the new Transportation Act the U. S. Supreme Court, March 22, asked that new briefs be submitted on the B/L case.

TWO GRAIN BARGES completed at St. Louis and which were to have been launched recently, will not be launched until April 19, because of the present height of the Mississippi River.

AN IOWA line company reports that the car situation has become much better. They report cars received at all their houses during January as 79; during February, 83; and during thirty days in March, 96.

REPARATION of the \$2 per car charge on grain reconsigned at Pittsburgh after Feb. 1, 1915, has been recommended by Chief Examiner La Roe on the ground that no such charge was made at other markets.

RAILROADS cannot deliver grain afloat because of the harbor strike, say L. W. Forbell & Co., New York. On account of this harbor strike, railroads have placed an embargo on all export freight thru New York.

NORMAN M. PATERSON, one of the leading grain merchants at Ft. William, pres. of the Ft. William and Port Arthur Grain Exchange, has purchased a steamer which will be used for transferring grain from one elevator to the other.

BUFFALO, N. Y.—There are at present 1,219,000 bus. of grain in Buffalo harbor waiting to be unloaded. Of the 19 boats that have been used for the storing of grain during the winter only two are waiting to be sent to elevators to unload.

THE CONSIDERABLE sums of money spent on wharves at Davenport, Ia., will be of little use to grain men at that point. Under the intransigent privileges now granted, Davenport grain can be reshipped from Davenport at a lower rate than boats could haul it.

THE INTERSTATE COMMERCE COMMISSION decided Feb. 21, 1920, that the all-rail rates on clean rice, in carloads, from Beaumont, Orange, Galveston, and Houston, Tex., to eastern seaboard territory was not unreasonable, but was unduly prejudicial. A nonprejudicial adjustment was prescribed.

"ONE-HALF of the available cars to the Grain Corporation" is the desire expressed by Julius Barnes at a meeting held with elevator interests at Chicago on March 25, to discuss car distribution. Mr. Barnes stated that since March 1, the Grain Corporation had received only 28% of the available freight cars.

DIRECTORS of the Chicago Board of Trade recently petitioned Congress to increase the fund of \$300,000,000 to be loaned to the railroads to \$600,000,000. In their petition they ask that the money be made available at once as the present condition on railroad equipment prevents the free movements of foodstuffs to market.

LUMBER has considerable to do with conditions of box cars. A good box car loaded with lumber will soon be unfit to carry grain, because the lumber will hit against and knock out an end. A restriction prohibiting the loading with other freight of box cars that are fit to carry grain will help in these days of car shortage.

"EMPTIES are hard to get," says a St. Louis grain dealer. It is hard to find a car in fit condition to carry grain. Transfer companies at East St. Louis are loading their merchandise for St. Louis on freight cars, because of alterations now being made to the Eads bridge, thus adding to the car shortage at this point.

RATES of freight by line steamers in the export trade must be filed with the Interstate Commerce Commission under the new Transportation Act, and the Commission on Apr. 5 issued regulations prescribing the manner of filing tariffs. For each steamer it is required that ports of loading and destination, itinerary, date of loading and date of sailing be stated.

M. L. JENKS, E. N. Bradley, C. F. MacDonald and F. S. Keiser, representing the Duluth Board of Trade, attended a recent hearing held before the Trunk Line Ass'n at New York, to consider the matter of making equal the ex-lake-rates on goods originating on Lake Michigan and Lake Superior. Duluth shippers complain that ex-lake-rates on grain shipped over Lake Superior are 2c per hundred lbs. higher than the ex-lake-rates on grain shipped over Lake Michigan.

THE MINNESOTA Railroad & Warehouse Commission is protesting against the valuation of \$35,772,060, applied to the properties of the Soo Line in Minnesota by the bureau of valuation of the Interstate Commerce Commission. The protest contends that the amount is 25.8 per cent, or \$9,254,023 too high, and is based upon an analysis of the government figures in comparison with those given by railway officials from year to year since 1916, the date of the government valuation.

THE PEOPLES GRAIN CO., at Tabor, Ia., filed suit in the county court against the Vandalia Railroad Co., for \$1,000 because of negligence on the part of the railroad company to ship out grain promptly. The agent of the railroad refused to bill the shipment out on account of having been under the impression that the government had not issued a permit for the shipping. As a consequence three cars of grain heated in the cars. The case will not come up until the May term of court.

BUFFALO, N. Y.—Grain cars were all loaded that came into Buffalo this week despite the strike of the elevator houseman. The present earnings of these workers says an elevator operator here range from \$1,400 to \$2,300 per year. They now want a reduction of force, an increase in wages and an eight hour day. Unless these troubles are adjusted by Apr. 15 or thereabouts the usual rush of business after Lake Erie is cleared of ice will be diverted from Buffalo. Vesselmen will see to it that they will not charter their boat to Buffalo where they can not unload.

THE INTERSTATE COMMERCE COMMISSION ruled on Feb. 10, 1920, that class and commodity rates from Ohio and Mississippi river crossings, Chicago, Ill., and related points were unduly prejudicial to Meridian, Miss., and unduly preferential of New Orleans, La., Mobile, Ala., and Vicksburg, Miss. The Commission also found that class rates from Chicago and Cairo, Ill., St. Louis, Mo., and Louisville, Ky., and rates on grain and grain products from Cairo and St. Louis were unduly prejudicial to Jackson, Miss., and unduly preferential of New Orleans, La., and Vicksburg and Natchez, Miss.

## New Transportation Regulation.

An important provision of the Interstate Commerce Act, as amended by Section 405 of the "Transportation Act, 1920," reads as follows:

"From and after July 1, 1920, no carrier by railroad subject to the provisions of this Act shall deliver or relinquish possession at destination of any freight transported by it until all tariff rates and charges thereon have been paid, except under such rules and regulations as the Commission may from time to time prescribe to assure prompt payment of all such rates and charges and to prevent unjust discrimination."

In order that those who wish to make suggestions as to what such rules and regulations should provide may be heard, the Commission will conduct a hearing upon the question in its hearing room at Washington, D. C., April 20, at 10:30 in the morning. Persons desiring to be heard should send their notifications to the Chief, Bureau of Dockets, Interstate Commerce Commission, Washington, D. C., on or before April 17, 1920.

THE U. S. GRAIN CORPORATION, in a circular issued Apr. 1, offered to take back from millers the wheat they had bought, but the new crop prospects are not sufficiently bright to warrant millers in letting go of the grain, and few have done so. At the same time the Wheat Director removed the restriction on flour sales for future delivery beyond 60 days.

RESIGNING as assistant sec'y of agriculture, James R. Riggs said: Numerous commissions, bureaus and departments have been created. These have been divided and subdivided. Inspectors of inspectors over inspectors have come into existence. The procedure is so intricate that men of practical ability are forced to follow such a network of red tape that the process insulates them from the real duties they are supposed to perform.

## Elevator Fire at Solon, Iowa.

The accompanying photograph shows the ruins of the large elevator at Solon, Iowa, owned by J. J. Fiala, which burned the morning of March 8, at a total loss of \$25,000. It is believed that the fire started in the engine room as the result of backfiring. The elevator was a frame building, 70 by 40 ft. and 50 ft. high, and the flames spread rapidly owing to the distance from water mains.

The loss on the elevator amounted to \$15,000 and that on the 9,000 bus. of corn, oats, wheat and rye and machinery was first estimated at \$10,000. Late reports would indicate that the grain is being salvaged and seems in better condition than was at first anticipated. A meagre insurance of about \$6,000 partly covered the loss. Mr. Fiala is making plans to rebuild immediately. The new elevator will be a 60 by 40 ft. structure.



Burning of J. J. Fiala's Elevator at Solon, Ia.

### New Orleans As An Export Center.

The rise and fall of New Orleans as a great grain port is told in an article by Louis Bernard Schmidt on the "Internal Grain Trade of the United States, 1850-1860," published in the current issue of the Iowa Journal of History and Politics. The article makes a special appeal at this time when grain men are becoming greatly interested in the development of the Mississippi and Lakes to Gulf trade routes.

The last half of the decade, 1850-1860, saw the complete collapse of New Orleans as a grain market, the writer shows by quoting figures on grain receipts at different cities in 1858. In the quarter century before that it had been a great export trade center for the middle west, exporting to the Atlantic seaports and Europe vast quantities of grain and other products brought down the Mississippi.

The fifties saw the northern water routes take precedence over the Mississippi route to the Atlantic and the rise of Chicago, Buffalo, Milwaukee, Toledo and Cleveland on "the inland seas" as the greatest grain markets.

"The completion of the Erie Canal in 1825," says the article in explaining this change in direction of shipping," stimulated the westward flow of the tide of immigration from the Eastern States and from Europe into the fertile prairie country along the Great Lakes frontier, at the same time opening up a route for the direct shipment of western grain to the East.

Before that date the only outlet for western products was the Mississippi river. The South therefore had become the market for the surplus grain and livestock of the Upper Mississippi Valley, not only consuming increased amounts of this surplus as it devoted more attention to the raising of the staple plantation products, but also exporting great quantities to the Eastern States and to Europe. New Orleans had thus become the great export trade center.

"The completion of the Erie Canal, however, and the construction of the Welland Canal in 1833, connecting Lake Erie with Lake Ontario, opened two avenues to the Atlantic Coast; one by way of the Hudson River to New York City and the other by way of the St. Lawrence River direct to Great Britain and the continent of Europe. As the settlement of the Great Lakes region proceeded, the amount of grain diverted to the eastward steadily increased."

"The comparative ease with which the growing surplus grain and flour of the Upper Mississippi Valley was diverted from the southern to the eastern routes is readily understood," says Mr. Schmidt, "when the relative advantages of the latter over the former are considered. By 1860 the Atlantic Seaboard States became almost entirely dependent on the West for an adequate supply of breadstuffs needed for home consumption, not to mention the fact that Great Britain after the repeal of the Corn Laws in 1846 afforded a promising and growing market for American wheat. Before the direct routes between the East and West were established, western grain destined for the East was sent down the Mississippi River to New Orleans and thence reshipped around the Atlantic Coast to the various ports which served as distributing points for the Seaboard States as well as export centers for transshipments of grain and flour to Europe. The risks thus incurred were heavy. The river traffic was none too safe, and coastwise traffic was hazardous to say the least. For this reason the merchants were never certain that a given consignment would be received. The time required to make this journey was another serious disadvantage. Consequently it was natural that as soon as canals and railroads were projected from the East into the cereal kingdom of the West, that the portion of the western surplus which was destined for the East would pass over the shorter, quicker and safer routes."

Though New Orleans lost her prestige as a grain export center in the fifties, it was not until some years later that the Mississippi ceased to carry the bulk of the interior grain trade. "In the absence of north and south railroads," says Mr. Schmidt, "which were not constructed until after the Civil War, the Mississippi continued to be the great highway of commerce for grain and flour which the South was purchasing in increasing amounts from the grain kingdom which was being founded in the North Central states.

"Steamboats conducted a huge traffic on the Ohio and Mississippi rivers, carrying large consignments of wheat, corn, pork, flour, bacon, poultry, hogs, horses and mules down the river and returning up-stream with cargoes of sugar, molasses, cotton and tobacco.

"Cincinnati, Louisville, St. Louis, Nashville, Memphis and New Orleans were prosperous trade centers in this north and south traffic. So extensive was this intra valley trade that it gave the two sections a consciousness of economic interdependence, of solidarity and contentment, which had a potent bearing on the relation of the West to the South and East respectively during the first two years of the war period."

It is this consciousness of economic interdependence between the North and South sections of the Mississippi which was lost in the late sixties and seventies when the railroads killed traffic in grain on the Mississippi, which now after sixty years the business interests of the Mississippi would revive. They would re-establish the up and down trade between the south and north central states by way of the pioneer route, the Mississippi and its tributaries.

They would make New Orleans once again a great export center for Upper Mississippi Valley grain and flour. But under different conditions. They would not try to win back the trade to Europe and the Atlantic Seaboard diverted in 1850-1860 from New Orleans to the Lakes, Canals and St. Lawrence routes, believing it is following the direct and proper avenues to points of destination. But it is their purpose to make capital of the nearness of New Orleans to the Panama Canal and to the Caribbean Sea and South America and establish the Gulf City as a great port of shipment for Mississippi Valley products to the southern countries and the Pacific trade.

CROP conditions are good in Great Britain, Belgium, Spain and Italy, says the Rome International Institute of Agriculture.

THE ITALIAN PER CAPITA grain consumption has increased 20%, says the Commercial Attaché, A. P. Dennis. Wheat acreage in Italy before the war was 11,737,000 acres, 9,884,000 acres during the war, and 10,872,000 acres for the last planting.



W. E. Idler, Sioux City, Ia.

### Grain Firm Uses Aeroplane to Rush Shipments.

The Highland Grain Co. of Grand Island, Neb., is probably the first grain firm to carry thru a business trip by aeroplane. The venture was not for the purpose of inviting publicity, but was a matter of stern necessity at a time when the company had large interests at stake.

The Highland Grain Co. carries on an extensive wholesale business in Wyoming, Montana and Idaho, and had large contracts to fill before April 1, the date set for the discontinuance of the emergency freight rates into Wyoming, Montana and Idaho, which the railroads had allowed on account of the conditions resulting from the severe drouth in that territory last season.

A severe wind and sleet storm on March 2 completely wrecked telephone and telegraph communications in Nebraska, and thus cut off the Highland Grain Co. from its trade. Furthermore, train, mail, and auto service was paralyzed, so that the company could not get in touch with the parties from whom it had bot the grain to fill its April orders.

It was at this crisis that Mr. J. L. Highland had an idea, which he proceeded to put into execution. The company chartered an aeroplane of the Grand Island Aero Co., in which W. M. Woodhead of the grain firm and Pilot Earl Barnes made a trip of about 500 miles. On this trip they visited all the towns from which the Highland Grain Co. still had grain to move. Mr. Woodhead gave instructions on all shipments, and carried on the company's business so efficiently that all contracts were filled prior to the expiration of the drouth rate.

The Farmers Grain & Coal Co. of Palmer, Neb., claims the distinction of selling the first car of grain to a representative of a grain firm conducting business by the air route.

A UNION of farm laborers formed in southern Indiana recently is demanding fixed working hours and compensation. Farmers fear that farmwork will be menaced.

THE COMPENSATION allowed the railroads under the Transportation Act, 5½ per cent on the valuation and ½ per cent for maintenance of way is too small. Five years ago the return would have been reasonable. Today it is not enough. I think 6 per cent, with ½ per cent for property maintenance, would have been more fair. The roads have been returned in trying times and the problems attending their operation are stupendous. Business men, by being patient and assisting the roads, can improve things. The roads have a better chance of succeeding under the Esch-Cummins law than without it.—C. A. Prouty, director of valuations.

### Idler Becomes Superintendent of New Plant.

W. E. Idler, who, on April 15, becomes superintendent of the new plant of the Terminal Grain Corporation at Sioux City, Ia., is a man of wide experience in the grain business. Twenty-two years ago he began his career as a grain man in Chicago, in the capacity of sampler and private inspector. After five years in this line, he went to Duluth for Nye Jenks Co., as private inspector and mixer. Later he was employed in the terminal elevators at Minneapolis, in like work. For about six years he bot grain in North Dakota and Minnesota. His most recent position was that of manager of the Lincoln Grain Co. at Tyler, Minn., from which he resigned April 1.

The new plant of the Terminal Grain Corporation, which will be completed May 1, has a capacity of one million bushels, is electrically equipped, and altogether is one of the most up to date houses in the United States. F. R. Warrick is the manager.

# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, improvements, fires and accidents are welcome. Let us hear from you.

## ARIZONA

Tucson, Ariz.—The Ronstadt Grain Co. is now building a 200x50 ft. warehouse.

## CALIFORNIA

Shafter, Cal.—The Shafter Growers Ass'n will build a new plant in May or June and will equip it with the most up-to-date machinery.

## CANADA

Toronto, Ont.—The estate of Moses Hunter, who formerly operated a grain elvtr., leaves the business and \$134,636 to his family.

Speers (New Ottawa, p. o.), Sask.—I am now located at Vegreville, Alta.—E. J. Harms, former agt. for the British American Co. at Speers.

Molson, Que.—The Canadian Pacific R. R. warehouse here burned recently. It was filled with flour, millfeed, feedingstuffs, and general merchandise, and the loss is estimated at nearly \$1,500,000.

## WINNIPEG LETTER.

"The firm of H. M. McBean & Co., or any individual member of the firm were not long any Winnipeg May barley or short Chicago corn. The suspension of the firm was due entirely to the failure of one large client, who was carrying considerable Winnipeg May barley in our office, and was unable to respond when called for further margins. We had no open trades in Chicago corn, either for ourselves or clients," says H. M. McBean.

## COLORADO

Maybell, Colo.—Glenn Kipp is our mgr.—Farmers Elvtr. Co.

Sterling, Colo.—We are opening a wholesale grain office in the Farmers Natl. Bank Bldg. in this city.—C. Moritz Grain Co., headquarters, Hastings, Neb.

Dencer, Colo.—The Longmont Farmers Mfg. & Elvtr. Co. has begun work on the new \$175,000 mill to be built on the site of the one recently burned. The building and storage will be of brick and concrete will be fireproof.

Fort Morgan, Colo.—The Farmers Platte Valley Milling & Elvtr. Co. will build another elvtr. here to be operated in connection with their other houses. The Burrell Engineering & Constr. Co. is the architect. The plant will be constructed of concrete and have a capacity of about 75,000 bus.—T.

Denver, Colo.—The following officers were elected at the recent annual meeting of the Denver Grain Exchange: Jas. A. McSwigan, pres.; J. L. Barr, first vice-pres.; C. B. Seldomridge, second vice-pres.; R. C. Johnson, secy.; O. M. Kellogg, treas.; directors, Jas. A. McSwigan, J. L. Barr, C. B. Seldomridge, O. M. Kellogg, T. F. Savage, Sr., Geo. S. Clayton, Albert Wright, P. Crowe, C. F. Hecht, N. A. Anderson, C. L. Harrington, W. H. Wierman, and W. Carey Cook. During the year ending February 29, 7,391 cars of grain arriving in Denver were inspected. This was an increase of 800 cars over the previous year, 1385 "out" cars were inspected, being an increase of 495 cars of grain. The exchange also inspected 129 cars of beans. The Grain Exchange Ass'n was organized March, 1912. At the end of the first year there were 21 members. At the present time there are 65. The original price of memberships in the Exchange was \$200. This price has increased from time to time until now they are selling at \$1,000.

## IDAHO

Caldwell, Ida.—I am now mgr. for the Caldwell Equity.—J. A. Flanigan.

Caldwell, Ida.—The Caldwell Equity has decided to wreck the Isham Mill which it recently bot and to build a new plant.

Pocatello, Ida.—The Pocatello Rotary Club was entertained at luncheon on the 4th floor of the new elvtr. building April 1 by officials of the Pocatello Milling & Elvtr. Co., at the new flouring mill of the company.

Idaho Falls, Ida.—The Midland Elvtrs. are putting the finishing touches on the largest grain elvtr. in the state. It has a capacity of 150,000 bus. and is constructed entirely of steel and concrete. It is 126 ft. high.

## ILLINOIS

Colusa, Ill.—Farmers are organizing here to build an elvtr.

Denver, Ill.—Geo. L. Burner is now our mgr.—Denver Co-op. Elvtr. Co.

La Place, Ill.—L. P. Bowden, mgr. of the La Place Co-op. Grain Co. died recently.

Polo, Ill.—Robert McNaughton assumed the position of mgr. of an elvtr. here April 1.

Cullom, Ill.—We have sold our interests at Cullom.—Harold R. Meents & Sons, Clifton, Ill.

Utica, Ill.—The Utica Elvtr. Co. will open an implement store in addition to its present line.

Royal, Ill.—I succeeded Mgr. Ayresman as mgr. for the Farmers Elvtr. here.—G. V. Scott.

Ivesdale, Ill.—I have succeeded P. E. Flavin as mgr. for Ivesdale Grain Co.—M. H. Hannon.

Edwardsville, Ill.—Farmers in this vicinity are organizing a company to build a \$50,000 elvtr.

Lenore, Ill.—Otto Krenz, of Sublette, has succeeded H. W. Linder as mgr. for the Farmers Elvtr. Co.

Dundee, Ill.—C. H. Rudinski has succeeded E. A. Schmeltz as mgr. for the Farmers Co-op. Elvtr. Co.

Bourbon, Ill.—Davis & Poe have succeeded Garrett & Hammer, which company has been dissolved.

Ashton, Ill.—J. M. Bergeson is installing two Hall Signalling Distributors in his new elvtr. at this place.

Petersburg, Ill.—Hueffner Mill & Elvtr. Co. has sold the elvtr. to W. B. Tipps, H. Colgan and A. H. Satter.

Dunn (Duncanville p. o.), Ill.—J. B. Martin has bot the elvtr. of Wm. Davis and Mgr. Low will continue as mgr.

Springfield, Ill.—Simons, Day & Co. have opened an office at this point under the management of Geo. T. Bronaugh.

Winslow, Ill.—The Winslow Co-op. Ass'n incorporated; capital stock \$40,000; incorporators M. C. Liphart, and J. E. Kline.

Lindenwood, Ill.—The Farmers Co-op. Elvtr. Co. has finally bot the elvtr. of the Holcomb-Dutton Lbr. Co., the price being \$13,000.

Rockford, Ill.—A. Larson is now mgr. of the J. G. Chick Mfg. Co. here. He was formerly mgr. of the Farmers Grain Co. at Lambert, Mont.

Kaneville, Ill.—Gilbert Westlake has resigned as mgr. for the Kaneville Grain & Supply Co. and is now in the farm implement business at Sycamore.

Prairie City, Ill.—A. B. Curtis has let contract to the Newell Constr. Co. to remodel his elvtr. and install motors, corn cracker and a truck dump.

Shipman, Ill.—Shipman Co-op. Elvtr. Co., incorporated; capital stock \$20,000; incorporators, L. B. Manning, H. J. Heal, C. F. Kahl and J. W. Archer.

Deer Grove, Ill.—The elvtr. operated by the Neola Grain Co., one of the Armour interests, has been sold to Cooney & Keefe. The price is quoted at \$10,000.

Lastant, Ill.—I am now in possession of the elvtr. and coal sheds which I recently bot from C. H. Strong and operated as H. W. Linder & Co.—H. W. Linder.

North Aurora, Ill.—Farmers Co-op. Elvtr. Co. incorporated; capital stock \$20,000; incorporators, J. J. Winn, Wm. Graham, T. B. Abens, M. N. Stell and others.

Decatur, Ill.—One of the speakers to be heard at the State Convention to be held here May 11 and 12th will be E. W. Snow, who will talk on "The World's Food."

Plymouth, Ill.—The Farmers Elvtr. Co. will build another elvtr. here and will work hard to have it completed in time for the summer crops.—James Hall is sec'y-treas.

Chebanse, Ill.—Am retiring from the grain business shortly, as Geo. W. Schroder has bot the elvtr. of Cummings Grain Co.—R. F. McMahon, agt. Cummings Grain Co.

Stonington, Ill.—We are soon to install a new 10-ton truck scale and to build a new warehouse to facilitate the handling of all side lines.—Otto F. Young, mgr. Young Bros. Grain Co.

Cairo, Ill.—Work on the New Board of Trade has been going along fine. Had a little friction with some of the carpenters but all was settled satisfactory. Space in the building is going rapidly.

Dwight, Ill.—The Farmers Elvtr. Co. has been reorganized and will operate as the Co-op. Farmers Elvtr. Co. The capital stock was increased from \$15,000 to \$45,000. Frank Gibbons is treas. and mgr.

Symerton, Ill.—Orlando S. Murray, son of William Murray, treas. of the Ill. Grain Dealers Ass'n, was killed in an automobile accident March 31. For several years he has been mgr. of his father's elvtr. here.

Rapatee, Ill.—John Stewart is mgr. of the Farmers Co-op. Ass'n which was organized some time ago. The company bot the elvtr. of G. P. Dikman and in addition has built a 30,000-bu. concrete elvtr. of its own.

Emden, Ill.—At a recent meeting of the Farmers Grain Co. it was decided to build a warehouse north of the elvtr. for feed. Wm. Zimmer was appointed sec'y-treas. to succeed A. J. McGough, who died recently.

Trivoli, Ill.—We have bot the elvtr. and other business of the Trivoli Lumber & Implement Co. H. J. Peters is mgr.—Trivoli Farmers Co-operative Co., by F. E. Wrigley, sec'y. (Company has been incorporated for \$40,000.)

Clinton, Ill.—The recently incorporated Farmers Co-op. Ass'n has decided to buy rather than build an elvtr. if possible. Com'ites have been appointed to see what terms can be made with A. A. DeLong and Kline & Wood, elvtr. owners here.

Clifton, Ill.—R. R. Meents & Sons have bot the grain, lumber, coal and banking business of the firm of M. R. Meents & Sons at this place. Harold R. Meents was formerly mgr. of the Cullom office for the old firm.—R. R. Meents & Sons.

La Salle, Ill.—We dissolved partnership Apr. 1, Mr. Bonges withdrawing from the firm, as he was no longer able to give it his personal attention. The business will be continued at the same place by J. W. Hatton, under the name of the Hatton Grain Co.—Hatton Grain Co.

Lanark, Ill.—The Farmers Co-op. Ass'n has taken over the elvtr. recently bot from R. L. Coomber, and will handle farm machinery, grain seeds and carry on a general elvtr. business. I have been elected mgr. for the next year. Formerly I was employed in Shannon, Ill.—Alfred Cram.

Chesterfield, Ill.—The Chesterfield Co-op. Co. has bot the elvtr. of J. T. Rigsby, who is a stockholder in the new company. Wm. Followell is mgr. The company will be incorporated for \$20,000. Mr. Rigsby is retiring from the business on account of poor health after 25 years in the grain service.

Quincy, Ill.—Thomas J. Clark, pioneer grain dealer in Kansas, died March 31. In 1877 he took up the grain business in Wichita. Two years later he transferred his business to McPherson, which was a growing town, but without any grain elvtr. Mr. Clark built an elvtr. and shipped from it the first carload of grain sent out from that station.

Peoria, Ill.—Bader Bros., of Vermont, Ill., recently bot 28 acres of land just across the river from what is known as "East Peoria." A big fireproof elvtr. will be built on the site and the 15 country elvtrs., now operated by the firm, will all be contributory to the new house, which will be built on the unit plan, so that its capacity can be increased at any time.

New Philadelphia, Ill.—The Farmers Grain & Elvtr. Co. is being organized at this point and will be incorporated later on. I. A. La Master, Elmer Wilson and others are interested.

Peters (Edwardsville p. o.), Ill.—The Progressive Feed & Elvtr. Ass'n has tentatively selected three sites in the immediate vicinity of Peters, one of which will be the location of the new elvtr. to be built this summer. The estimated cost is about \$25,000 and the elvtr. is to be larger than several others already completed. It is to be a 9-bin 20,000-bu. structure, electrically lighted and equipped.

Weldon, Ill.—Henry Shaffer, said to be employed in the elvtr. of the Weldon Grain Co., was instantly killed recently when he was caught in the main drive shaft. He was terribly mangled, one leg being torn from his body and all of his clothing stripped off. Mgr. Wm. Susborn went with him to start the gasoline engine about 1 p. m. and left him in the engine room while he went to work elsewhere in the elvtr. About 10 mins. later Mr. Susborn, while going thru the driveway, discovered the dead body. There were no witnesses to the accident and the verdict of the coroner's jury held no one responsible.

Latham, Ill.—In a bill for accounting filed by Charles A. Culp and others against John Vaughan and others, it is alleged that between June, 1917, and December 1, 1919, the Farmers Elvtr. Co. of Latham declared dividends of 340 per cent on the \$10,000 stock of 200 shares at \$50 per share par value. Charles A. Culp and other holders of stock are asking an accounting with S. Hansleman, director and pres. of the organization; W. L. Games, director and vice-pres.; E. E. Rice, sec'y and mgr.; J. H. Sallee and O. E. Reiterman. Under the constitution no single stockholder may own more than eight shares of stock. It is alleged that E. E. Rice, W. L. Games and J. H. Sallee obtained control of more than their share of stock by the purchase of the same in the names of members of their families, some of them minors. It is further alleged that the company owned 25 shares as treasury stock and that in April, 1917, the five defendants conspired fraudulently to procure control of these shares at par value \$50 per share altho they knew that the market value was \$150. The bill declares that the dividends belong to all stockholders, owing to the fact that it was treasury stock, and that the sale to the defendants themselves was illegal.

Manhattan, Ill.—The officials and directors of the Manhattan Farmers Grain Co. are defendants in a bill for accounting filed by three stockholders of the concern who charge mismanagement of the company's finances. Patrick Lawlor, a former director, and Bernard Murphy, former pres. of the company, ask that the company be thrown into a receivership on the grounds that it has suffered financial loss thru trading in grain futures on the board of trade. At the hearing on March 26 the present officers and directors of the company denied that any portion of the company's funds had been misused or dissipated, and set up the counter charge that the debts now facing the company were incurred during the terms of office of Murphy and Lawlor. During that time the company went in debt for about \$15,000 to make improvements on its Manhattan elvtr. Losses were suffered thru the custom of allowing farmers to store grain in the company's elvtr. to await a favorable market, the company being compelled to stand the loss if the market went to higher price levels. The total indebtedness, reaching \$40,000, was represented by the company's notes signed by Murphy as pres. Since 1916, when Murphy's term as pres. expired, the company has been gradually liquidating its debts, until at the present time its only liabilities, outside of current bills, are those amounts owing to members of the board who personally assumed the indebtedness when Murphy and Lawlor opened their attack in 1919 and caused uneasiness to the company's creditors. In Judge Dibell's court the entire matter was referred to the master-in-chancery to take and report the proofs.

#### CHICAGO NOTES.

W. G. Press & Co. are moving into new quarters in the Webster Bldg.

The rate of interest on advances for April has been fixed by the Finance Com'te at 7%.

Henry J. Karstens, one of the oldest members of the Board of Trade, died recently.

J. A. Bryan and J. P. Washburn are now in charge of the trading department for Wm. H. Colvin & Co.

Thomas E. Moran, formerly with Lowitz &

Co., has gone with the grain department of J. S. Bache & Co.

Thomson & McKinnon are moving to the upper floors of the Rookery Bldg. where they have more light and room.

The federal district attorney has called for the books of several leading brokerage firms to investigate allegations of a corner in corn; but those best posted believe no evidence will be found of any conspiracy between different traders to act in concert to raise prices.

Richard L. Boyer died Mar. 26 of pneumonia following a nervous breakdown. He was 70 years old and had been engaged in the grain and commission business for nearly 40 years. He was a member of the Board of Trade for 35 years.

William G. Rusch, who for 25 years has done car tracing for the leading Board of Trade firms and is an expert in expediting the movement of freight, has gone with Rosenbaum Bros. and will have charge of all car tracing for the firm, which will be enabled to give its patrons better service.

All open trades of Eugene M. Hoyne & Co. were closed Apr. 6 on account of the firm's lack of capital to put up margins in the Board of Trade clearing house. Customers of the firm had sold corn short and had suffered heavy loss by the rapid advance in that cereal. The rise in prices was due to natural conditions and the car shortage; and new high figures were made daily despite political and newspaper resistance. Mr. Hoyne is a brother of State's Attorney Maclay Hoyne.

New members of the Board of Trade are Jos. B. Zeigler, Thos. M. Owsley, Geo. Ferguson, John G. Steuer, Geo. P. Powell, Sam'l J. McCaull, A. L. Hudson, F. E. Webb and Frank Weinberg. Memberships posted for transfer are John J. Herscher, C. B. Fox, Ernest Jacobi, Hiram Mills, Chas. L. McGraw, David E. Stott, P. W. Cashman, R. W. Bell, D. S. Stone, J. W. Carmody, who is a son of John J. Carmody, an old member.

Wm. Lake, a well known and popular member of the Board of Trade, died Apr. 3, after a few days' illness with pneumonia. He was a member of the firm of Slaughter & Co. and his many friends will miss "Billy," as he was most affectionately called, from his accustomed place among them. He had just returned from warmer climes and the bleak old lake winds did the mischief. He is survived by his widow, two daughters and a son.

Richard O. Cromwell will conduct the Wagner Crop Reporting Bureau. His reports will be supplemented by special field trips. Mr. Cromwell is a practical farmer with a technical college training and general crop experience extending over a period of 15 years. His work covers the advancement of modern agricultural practices and every phase of grain growing, including a thoro technical knowledge of wheat, corn, oats, etc., in their various stages of growth. Mr. Cromwell's reports will be given in the Wagner Letters.

Frank G. Badger and George Silverman have been indicted on the charge of embezzling \$66,000 from their employers, Ware & Leland. Silverman had been employed by the firm 22 years. Silverman would take Liberty bonds bot by the firms and sell them for the account of a dummy customer to whom checks were O'K'd by Badger, the margin clerk, both dividing the proceeds. The firm is protected against loss by a surety bond; but the firm feels hurt that a man whom they assisted when he was down and out should be unable to keep straight on the liberal salary he was paid.

#### INDIANA

Manchester, Ind.—Lloyd Catey is now mgr. for the Farmers Elvtr. Co.

Larwill, Ind.—The Farmers Shipping Ass'n has bot a site and will build an elvtr. in the spring.

St. Louis Crossing, Ind.—The Farmers Elvtr. Co. has not made final decision as to building an elvtr.

Thorntown, Ind.—R. S. Stall sold us his elvtr. and has discontinued business.—Thorntown Grain Co.

Carlos, Ind.—Work will be started on the new elvtr. of the Farmers Elvtr. Co. as soon as possible.

Whitley, Ind.—Farmers of Jefferson township have organized an elvtr. company to build or buy an elvtr.

Haskell, Ind.—The farmers will have their new company in working order soon and will build an elvtr.

Raber (Peabody p. o.), Ind.—Farmers are trying to form a company to buy the elvtr. of Oscar Crowell.

Nappanee, Ind.—We have succeeded Coppes Bros. & Zook and do only a flour milling business.—Nappanee Milling Co.

Mt. Ayr, Ind.—The recently organized Farmers Elvtr. Co. will make an effort to buy the elvtr. of Edwin Harris here.

South Whitley, Ind.—We will install a double runner attrition mill and a 40 h. p. motor.—A. J. Quick, mgr: Farmers Elvtr. Co.

Rockville, Ind.—Rohm Bros. incorporated; capital stock \$125,000; incorporators, E. H. Calvin Rohm, Geo. W. and Arthur Rohm.

Francisville, Ind.—W. J. Brucker, receiver for the Farmers Elvtr. Co., recently made his final report to the court, which approved it.

Huntingburg, Ind.—We are now building an elvtr. and warehouse here and later expect to erect a mill.—Wallace Milling Co., Dale.

Decatur, Ind.—The Decatur Equity Exchange has been organized and an elvtr., warehouse and coal yards will be bot or built at an early date.

Cutler, Ind.—The Cutler Co-op. Elvtr. Co. incorporated; capital stock, \$50,000; John Jarve, Wm. Bordner and Wm. Draper directors and incorporators.

Warsaw, Ind.—The Wayne Township Farmers Ass'n and the Wayne Township Shipping Ass'n have been consolidated and a co-op. grain elvtr. will be operated.

Hosmer (Glezen p. o.), Ind.—Farmers Co-op. Society incorporated; capital stock, \$10,000; incorporators, Lon Hager, L. R. Dougan, T. J. Howard and Riley Culbertson.

Edgerton, Ind.—The elvtr. of the Union Grain & Coal Co., whose headquarters are at Payne, O., was totally destroyed in the recent tornado that swept this part of the country.

Galveston, Ind.—The farmers have organized a company, incorporated for \$50,000. They expect to buy one of the plants already here. J. Rase is pres. and M. Harness is sec'y.

Dale, Ind.—We are again operating our mill and elvtr. here. The Akin-Erskine Milling Co. has relinquished its lease. We have increased our capital stock to \$50,000.—Wallace Milling Co.

Millersburg, Ind.—Contract has been let for the elvtr. of the Ligonier Mfg. Co., Lyon & Greenburg, props. It will cost \$30,000 and work will be started as soon as weather improves.

Silver Lake, Ind.—The Silver Lake Elvtr. Co. is confident that all stock will be sold and complete arrangements for the building of a 50,000-bu. elvtr. will be concluded in a very few days.

Kendallville, Ind.—We have sold the La Otto Elvtr. to the Nathan Grain Co., Fort Wayne, but will continue our elvtr. as J. Keller & Co. in conjunction with the Nathan Grain Co.—J. Keller & Co.

Gar Creek, Ind.—Morris Rothgeb, who was killed in our elvtr. at this station, was the son of our mgr., Jesse J. Rothgeb. He helped his father around the place at times—Stiefel & Levy, Fort Wayne.

West Point, Ind.—Owing to poor health I have retired to a farm near Lafayette, and am not interested in the grain business at any place at present. I have no connection with the Summitville, Ind., elvtr.—C. C. Inglis.

Uniondale, Ind.—I have succeeded W. P. Scott as mgr. We will make some repairs on our elvtr. in the way of loading out machinery and will also extensively repair our coal bins.—Geo. W. Lesh, mgr. Union Equity Exchange.

New Augusta, Ind.—New Augusta Grain & Supply Co. incorporated; capital stock, \$25,000; incorporators, William M. Wiley, Henry F. Fink and Herman S. Snyder. An elvtr. will be built next year.—R. E. Huffman, sec'y-treas.

Peabody, Ind.—We have just organized and incorporated for \$50,000. We are not doing any business yet, but are figuring on building or buying an elvtr. of about 16,000 bu. capacity.—W. H. Robbins, sec'y, Farmers Elvtr. Co.

Pinola, (La Porte p. o.) Ind.—The Pinola Co-operative Co. has completed the organization of the company with a capital stock of \$60,000. The company will buy the elvtr. of C. H. Johnson at \$24,000, Mr. Johnson casting his fortunes with the new company. He is a director of it. Harry Jessup is sec'y.

Nappanee, Ind.—After we sold our elvtr. at Ankenytown, O., we bot the elvtr. of Geo. Bros & Huff and have remodeled the office, putting in an up-to-date equipment, including adding machine, auditor system, fireproof record system, etc.—Sylar & Sylar.

Remington, Ind.—Washburn & Greenwood have sold their elvtr. to Evans & Wilkinson. Lee Evans, one of the new owners, recently sold the elvtr. owned by him and W. W. Evans at Pence, and R. G. Wilkinson, the other owner, is from Frankfort. The price is reported as \$45,000.

Indianapolis, Ind.—The following have been elected to membership in the Indiana Grain Dealers Ass'n; McComas & Son, Nora; McComas & Pritchard, Mt. Comfort; H. B. Huffstetter, New Washington; and W. D. Wilson & Co., Fountain City, all of Indiana.—Chas. B. Riley, sec'y.

Colfax, Ind.—The Farmers Elvtr. Co. has bot the elvtr. of the Vandalia Elvtr. Co. and will take possession at once. Nat Claybaugh made the deal. The house burned Apr. 5 with a loss of \$20,000. Insurance amounted to \$15,000. More than 1,000 bus. of grain were also burned.

Lowell, Ind.—We are more than glad to say that we did not suffer any material loss at any of our elvtrs. during the recent terrible storm that reached the proportions of a cyclone in many places. Some of the galvanized roofing was blown off the elvtr. here, the corn cribs at our Shelby Elvtr. were blown down and the galvanized roof ripped off the elvtr. at Dinwiddie. We consider that we are lucky and that our losses are slight.—C. W. Tragg, sec'y C. E. Nichols Co.

## IOWA

Batavia, Ia.—Ed Harris is mgr. for the Farmers Elvtr. Co.

Yale, Ia.—A. P. Bullard has bot the elvtr. of W. M. Leonard.

Centerdale, Ia.—The Farmers Exchange will install new truck scales.

Botna, Ia.—Fred Ruhs has bot the elvtr. of the Rothschild Grain Co.

Holland, Ia.—G. A. Jackman is the new mgr. of the Farmers Elvtr. Co.

Runnells, Ia.—A farmers co-op. elvtr. company has been organized here.

Hamlin, Ia.—Farmers are organizing an elvtr. company here to build an elvtr.

Pella, Ia.—The Farmers Co-op. Stock Co. has bot the elvtr. of Vander Zyl Bros.

Garwin, Ia.—The Farmers Elvtr. Co. is building a new elvtr. at a cost of \$40,000.

Mallard, Ia.—We expect to put up a cement tank for oats storage.—Stiel Hahn Co.

Jacob (Grinnell p. o.), Ia.—W. H. Bartz & Co., of Des Moines, will build an elvtr. here.

Randolph, Ia.—I am now mgr. of the Farmers Elvtr. Co. at this station.—W. L. Anderson.

Blairstown, Ia.—The Blairstown Grain Co. has voted to increase its capital stock to \$25,000.

Jacobs (Grinnell p. o.), Ia.—Farmers are organizing an elvtr. company and will build an elvtr.

Elkhorn, Ia.—The Farmers Co-op. Elvtr. Co. has been incorporated with a capital stock of \$50,000.

Shannon City, Ia.—We will install a new scale before long.—G. E. Prentis, mgr., Farmers Co-op. Co.

Des Moines, Ia.—Our office here is now open with C. W. Yount as mgr.—Blair Elvtr. Corp., Atchison, Kan.

Corning, Ia.—The elvtr. and feed barn of J. O. Curry burned at 1:30 a. m., Mar. 31. There is little insurance.

Marion, Ia.—We are installing a 24-in. attrition mill and will be ready for business May 1.—Farmers Elvtr. Co.

Reinbeck, Ia.—Moeller & Walker have let contract to repair their elvtr. and to install a Trapp Dump Grate.

Lytton, Ia.—Fred Haffner is not mgr. of the Farmers Elvtr. Co. Mr. Haffner is 2'd man.—Robert L. Jensen, mgr.

Olaf, Ia.—Geo. Baxter, mgr. of the Farmers Elvtr. Co., was married Mar. 27 to Miss Marie Windecker, of Hampton.

McPherson (Red Oak p. o.), Ia.—The firm of Stinson & Maxwell has sold out.—Frank H. Maxwell, Pacific Junction.

Essex, Ia.—We have increased our capital stock to \$75,000 instead of \$50,000, as reported.—Farmers Co-op. Exchange.

Fairfax, Ia.—The Farmers Grain Co. has just completed a 12x30 ft. feed warehouse, to replace the one burned last fall.

Wadleigh (Knierim p. o.), Ia.—I have had possession of this elvtr. (T. W. Wright's) since Feb. 16, 1920.—John Engleman.

Coin, Ia.—The elvtr. of E. T. Stratton burned Mar. 19, with a loss of \$6,000 and an insurance of \$3,700. It will not be rebuilt.

Milford, Ia.—P. J. Warren, of Emettsburg, has bot the elvtr. of O. V. Critz, who bot it from Mike Alberts two years ago.

Prairie City, Ia.—D. L. Graham has bot the elvtr. of the Prairie City Grain Co., the latter company having been dissolved.

Jefferson, Ia.—Robert Kinsey has resigned his position with the Neola Grain Co. and is out of the grain business at present.

Melbourne, Ia.—A. Johnson, son of C. B. Johnson, of Marshalltown, has bot his father's elvtr. He has been mgr. for some time.

Sioux Rapids, Ia.—The Ranney Grain & Coal Co. leased the old elvtr. of W. J. Skewis and are now operating it.—C. O. Ranney, mgr.

Raymond, Ia.—The Co-op. Ass'n which was recently formed by the farmers of this vicinity will buy the elvtr. of P. J. O'Connor & Sons.

Colwell, Ia.—This town is now a post office and all mail should be directed to us here.—P. A. Saddler, mgr. Colwell Equity Exchange.

Eddyville, Ia.—Lamis & Hoose will install an attrition mill, 10-ton Fairbanks Truck Scale, 1,250-bu. Automatic Scale and remodel their elvtr.

Shenandoah, Ia.—The branch company formed here has bot the elvtr. of J. L. Gwynn and is now operating it.—Farmers Co-op. Exchange, Essex.

Hawkeye, Ia.—The Farmers Elvtr. Co. is installing a Fairbanks-Morse 10-ton Truck Scale and 24-inch attrition mill with two 20 h. p. motors.

Stilson (Britt p. o.), Ia.—The Stilson Grain Co. incorporated; capital stock, \$25,000; incorporators, J. J. Bonnstetter, B. F. Higdon and others.

Grand View, Ia.—The Farmers Elvtr. Co. is remodeling its elvtr. and will install a Constant Manlift, Fairbanks Automatic Scale and a distributor.

New Hampton, Ia.—We may do the usual repairing around the elvtr. this spring, but it won't amount to much as far as I know.—P. H. Bannon.

Buckingham, Ia.—I have resigned as mgr. of the Buckingham Grain Co. to become mgr. for the Farmers Lumber Co. at Traer.—J. W. W. Bhrhan.

Wapello, Ia.—The Farmers Elvtr. Co. has installed a feed grinding plant. The house was designed and machinery installed by the Newell Constr. Co.

West Branch, Ia.—We have recently installed a motor driven attrition mill and an iron clad crusher, also motor drives.—West Branch Feed & Grain Co.

Sutherland, Ia.—C. L. Williams is now mgr. for the Farmers Elvtr. Co. He was formerly mgr. for the Farmers Union Elvtr. Co. at Hurley, S. D.

Mason City, Ia.—Albert Zingre, mgr. of the Independent Grain & Lumber Co., a branch of the Nye-Schneider-Fowler Co., for the last 20 years, is dead.

Solberg (Rowan p. o.), Ia.—Glen Jackman, mgr. of the Farmers Elvtr. Co. here, has resigned and is now mgr. for the Farmers Elvtr. Co. at Holland.

West View Siding (Pocahontas p. o.), Ia.—Part of the roof of the new elvtr. of the Van West Grain Co. was blown off in the recent severe wind storm.

Gilbert, Ia.—A. J. Mabie & Sons discontinued business at this station April 1 and I will succeed them. I have been mgr. here for the last 5 years.—G. D. Mabie.

Neola, Ia.—Ed Burns, agt. for the Dawson Grain Co., was elected a member of the city council, recently. He is a young man and served his time "over there."

Conrad, Ia.—We have succeeded Randall & Price and are now operating the business formerly conducted by them.—S. F. Price, sec'y-treas. Grundy Grain Co.

Bedford, Ia.—The Farmers Union Elvtr. Co. incorporated; capital stock, \$25,000; incorporators, Geo. T. Irwin, pres., and C. A. Douglass, sec'y-treas., and others.

Walcott, Ia.—The Farmers Elvtr. Co. has let contract to the Newell Constr. Co. for a 30,000-bu. reinforced concrete elvtr. with 5 bins, 1 leg, screw conveyors and motor.

Alton, Ia.—The Farmers Mutual Co-op. Co. will put in a Globe Dump and a new cleaner G. Gleysteen is mgr. of the company.—Granville Co-op. Co., Granville, Ia.

Ottosen, Ia.—A new farmers co-op. elvtr. company is being organized at this point to replace the old farmers company that went out of business about 4 years ago.

Harper, Ia.—I am now mgr. for the Farmers Union Elvtr. Co. at this station. Was formerly at Jolley.—J. P. Highbuger. (Mr. Highbuger has succeeded B. T. Jay as mgr.)

Estherville, Ia.—The many friends of G. Zeeman, of Greig & Zeeman, will be pleased to learn that he is up and about again, making a determined effort to regain his health.

Lincoln, Ia.—We have bot the elvtr. and the coal and lumber yards of Larnitz & Ploog. We do not expect to make any changes.—F. M. Lockwood, mgr., Farmers Co-op. Elvtr. Co.

Carpenter, Ia.—The Hunting Elvtr. Co. has awarded contract to the T. E. Ibberson Co. for a large amount of remodeling to be done on its house here and the installation of an engine.

Grundy Center, Ia.—At the last annual meeting the Farmers Co-op. Elvtr. Co. voted to build a new office, and install truck scales and dumps, as well as to make added improvements.

Webster, Ia.—The Diamond Lumber Co. has a new 15,000-bu. iron clad frame elvtr. and a feed grinding plant designed and erected by the Newell Const. Co., equipped with 3 Century motors.

Irrington, Ia.—Farmers Co-op. Ass'n incorporated; capital stock, \$60,000; H. D. Hutchins, pres.; Stanley A. Worster, Bode, sec'y-treas., and others incorporated. A. M. McCune, of Plover, is mgr.

Gilman, Ia.—Otto Hueser, formerly mgr. of the Dunbar Grain & Stock Co., has succeeded G. L. Clark as mgr. for the Farmers Elvtr. Co. here. Mr. Clark resigned and will go into business for himself.

Tara (Rt. Dodge p. o.), Ia.—Henry W. Lex, of Fort Dodge, is building a 40,000-bu. vitrified tile elvtr. here. It will be up-to-date in every way. The machinery will be installed by the Grain Dealers Supply Co.

Lone Tree, Ia.—D. M. Riggs, who sold his elvtr. here last March with the intention of building again later on, died Aug. 17, 1919. Mail addressed to him has been returned with the above information.

Tingley, Ia.—O. A. Talbott Co. will build a 40,000-bu. elvtr. at this point as soon as the new elvtr. of the company at Ellston is completed. The elvtr. here will be wrecked and the new one built on the site.

Des Moines, Ia.—Major Moberly, who has been compelled to stay at home for almost a month on account of a broken ankle, is again at the office of the W. H. Bartz Co. He is still compelled to use crutches.

Boone, Ia.—The Co-operative Live Stock & Grain Co. has let the contract to the Younglove Constr. Co. for a corn shelling plant with 5,000-bu. storage. It will be equipped with Western Sheller, Cleaner and Manlift.

Rossie, Ia.—H. M. McEwen, formerly mgr. for the Rossie Elvtr. Co. here, will succeed me May 1, as mgr. of the Farmers Elvtr. Co. at Toledo. I shall go to Roland and operate my own house there.—J. B. Maricle, Toledo.

Lamont, Ia.—We have voted to build a new 20,000-bu. vitrified tile elvtr. It will be fireproof in every way and equipped with the most up-to-date machinery.—W. A. Morley, mgr. Lamont Farmers Commission Co.

Chillicothe, Ia.—Lamis & Hoose, of Eddyville, have let contract to Newell Const. Co. for a 15,000-bu. iron clad frame elvtr., equipped with a 20-h. p. oil engine, 10-ton Fairbanks Truck and 1,000-bu. Automatic Scales.

Manson, Ia.—The Farmers Elvtr. Co. has been notified that its application for a site on the I. C. has been granted and it will begin to put up a new elvtr. soon. It already has one house on the R. I. but prefers the I. C. service.

Mediapolis, Ia.—I. J. Todd and H. H. Martin have bot the elvtr. of M. E. McCray. Mr. Todd is an old grain man, having sold his elvtr. in 1913. No doubt he feels the "call" again.

Griswold, Ia.—I have resigned as mgr. for the Co-op. Ass'n here. I will go to Fontanelle, with the Farmers Lumber Co. I shall stay here until a mgr. is decided on.—Geo. W. Brown.

Oasis, Ia.—The Farmers Elvtr. Co. has let the contract to the Newell Constr. Co. for a 15,000-bu. iron clad frame elvtr. and a seed warehouse, gas power, Fairbanks Automatic Scale and a Manlift are included in the equipment.

Bouton, Ia.—C. A. Jenks, pres. of the Bouton Grain Co., fell 12 ft. from the top of a ladder in the elvtr. and was badly bruised and shaken up. He was superintending some repair work in the elvtr. when he lost his balance and fell.

Clarkville, Ia.—Brookmann & Muller have let contract for a 20,000-bu. frame iron clad elvtr. equipped with Fairbanks 10-ton Wagon and Automatic Scales, manlift, one leg, 2 motors, 9 bins. The Newell Constr. Co. is doing the work.

Colwell, Ia.—The Farmers Elvtr. Co. has let contract to the Newell Constr. Co. for a 25,000-bu. reinforced concrete elvtr. of 9 bins. It is equipped with 1 steel leg, Fairbanks Automatic Scale, 20 h. p. Type Y Oil Engine, also a manlift.

Roland, Ia.—I have leased the elvtr. of J. B. Maricle, mgr. of the Farmers Elvtr. Co. at Toledo, and will operate it until May 1, when he will take the house over and operate for himself. I intend to locate somewhere else.—C. A. Plumb.

Judd, Ia.—I have bot and am in possession of the elvtr. of L. E. Baughman at this point. I also bot his home. I was formerly with the West Bros. Grain Co. at Manteno, Ill. The elvtr. has now been sold to the Farmers Elvtr. Co.—H. F. Addams.

Calamus, Ia.—The Farmers Elvtr. Co. has let the contract to the Newell Constr. Co. for a 40,000-bu. reinforced concrete elvtr. of 9 bins, 1 leg with steel casing, Fairbanks 1,500-bu. Automatic Scale, Constant Combination Cleaner, Manlift and motors.

Langdon, Ia.—The Farmers Elvtr. & Supply Co. may build one or two tanks for grain storage. The Wilson Grain Co. will install a 7½ h. p. electric motor to operate its elvtr. I will be mgr. for this company for a couple of months.—John Hopkins, agt.

Terrill, Ia.—C. McNary, formerly local mgr. for the Jas. A. Smith Lbr Co here, will be the mgr. of the Farmers Grain Co. after April 12. In January the company bot two elvtrs. here but announced that it would not be ready for operation until April 12.

Lineville, Ia.—The Lineville Elvtr. Co. has bot the elvtr. of the Alley Grain Co. and will retain Mgr. J. L. Jones of the old firm to be mgr. of the new one. We will make repairs on the elvtr. and build coal sheds.—Lineville Elvtr. & Merc. Co., J. L. Jones, mgr.

Ladora, Ia.—The Ladora Grain & Lumber Co.'s new 40,000-bu. reinforced concrete elvtr. and reinforced seed warehouse is nearing completion. It will contain oil engine, 2 motors, Ferrell Seed Cleaner, manlift, Fairbanks Automatic Scale, 1 leg with steel casing. The Newell Constr. Co. is doing the work.

Clearfield, Ia.—The Farmers Elvtr. Co. has let contract to the Newell Constr. Co. for a 25,000-bu. reinforced concrete elvtr. with 10 bins, a deep basement, with cupola and distributing story. It will be equipped with a Constant Sheller, Manlift, Fairbanks Truck and Automatic Scale, 2 legs with steel casing and 3 motors. A 2-room reinforced concrete office will be erected.

Des Moines, Ia.—As to the new Board of Trade here and the outlook for it we are feeling somewhat cheery, as we started out at \$250 a membership. Sold 37 at that price so readily that we raised the price to \$500 and sold up to 50. Then raised the price to \$1,000 and have all but 2 or 3 of these sold. The membership is confined to grain, feed, hay and flour dealers.—M. McFarlin.

Haverhill, Ia.—We have just finished repairing our elvtr. We put on new steel siding and roof and equipped it with 2 distributors and all new steel spouting in the cupola and on work floor; put in a screw conveyor out of flat house and a new rope drive. We will install motors as soon as the high wire is completed out our way.—Geo. H. Lickteig, mgr. Farmers Co-op. Exchange.

Central City, Ia.—The Farmers Exchange has bot the attrition mill which was in the burned mill of the Central City Milling Co., and has installed it in its new elvtr. All of the salvage of the burned plant, machinery, flour and grain, as well as the site, has been sold. The ruined building was sold in sections to farmers for old timber. The Farmers Exchange has announced that it will build a new elvtr. this summer and have room for a large feed grinding equipment.

Albia, Ia.—We have bot ground on the Burlington here and expect to erect an elvtr. when the price of building material gets down to where one can afford to undertake the job. There is a building on the ground and we have contracted for machinery to install in it for temporary handling of grain until we can erect the elvtr. We are installing a Boss Car Loader, automatic scale and wagon dump and drag belt. We expect to commence work at once and have the building ready for the coming crop. It will give us storage capacity of 8,000 bus.—Wilkin Grain Co.

#### SIoux CITY LETTER.

T. W. Peterson, of the Peterson Grain Co., has given up his business in Milwaukee and has affiliated with the Flanley Grain Co.

Sioux City, Ia.—The Nye-Schneider-Fowler Co. will apply for membership in the Board of Trade and will open offices in that building.

Another wire at this market is that of Taylor & Bournique Co., of Milwaukee. The company will hereafter use its own wire exclusively.

C. J. Furst, for many years in the grain and milling business here, will be mgr. for the McCaul-Dinsmore Grain Co. at the Aberdeen, S. D., office. He has been ass't mgr. here for the firm for some time.

Burke Grain Co. incorporated; capital stock \$100,000; incorporators, S. A. and C. Burke. The firm has bot the interests of Wm. Slaughter in the Slaughter-Burke Grain Co. and the new company succeeds the old. The company has offices in Sioux Falls, S. D., Estherville, Ia., Mitchell, S. D., and at this market. Mr. Slaughter owns a line of elvtrs. in Nebraska and South Dakota and will give them his attention.

### KANSAS

Wakarusa, Kan.—The Farmers Union will build an elvtr. here.

Hayesville, Kan.—The Farmers Elvtr. Co. is building an elvtr. here.

Marysville, Kan.—The Marysville Mill & Elvtr. Co. are building a new mill.

Selma, Kan.—An elvtr. and office will be built here by Clyde Claudill and his father.

Larned, Kan.—Chas. Augustus has succeeded Steve Prather as grain buyer at the Keystone Mill.

Atchison, Kan.—E. T. Martney is now with the Blair Elvtr. Co. He was formerly at St. Joseph.

Lebo, Kan.—The Associated Mill & Elvtr. Co., of Kansas City, Mo., has bot the elvtr. of J. M. Black.

Lakin, Kan.—The Farmers Co-op. Co. has bot the elvtr. of C. H. Waterman for \$10,000. Carl Barchett will be retained as mgr.

Hutchinson, Kan.—The Hutchinson Grain Club held its monthly dinner Apr. 1 in the rooms of the Chamber of Commerce.

Gardner, Kan.—Mrs. Olive A. Ward, senior member of the Ward Grain Co., died very suddenly at her home, March 18.—E. L. Ward.

Olathe, Kan.—The organization of the Farmers Union has been completed here and will build or buy an elvtr. as soon as possible.

La Crosse, Kan.—The La Crosse Milling & Grain Co. is making every effort to perfect the reorganization of the company and build a mill.

Hilton (McPherson p. o.), Kan.—The Lindsborg Mill & Elvtr. Co. has let contract to the White Star Co. for the general overhauling of the elvtr.

Belpre, Kan.—The elvtr. of the Farmers Grain Co. was badly damaged by wind in the recent storm. Part of the roofing was blown off and minor damages resulted.

Ellsworth, Kan.—H. D. Lee Flour Mills Co. has bot the elvtr. of C. H. Veath. The mill and elvtr. of the Ellsworth Mill & Elvtr. Co. is being rebuilt and enlarged.

Gridley, Kan.—The Associated Mill & Elvtr. Co. will build a 20,000-bu. elvtr. here.

Hardtner, Kan.—The recently incorporated Equity Exchange Co-op. Grain & Merc. Co. has taken a 5-year lease on the elvtr. of the Probst Grain Co. Bert Parsons is mgr.

Mound City, Kan.—The Consolidated Mill & Elvtr. Co. of Kansas City has just completed a 15,000-bu. elvtr. here. In connection with this elvtr. is a warehouse for storing flour and other mill products.

Seward, Kan.—The Farmers Products & Supply Co. of this place has recently completed a new fire-proof office building, which is to replace the one destroyed by fire a few months ago. We also installed a new 5-ton Fairbanks Scale, which, together with the office, enables us to give more efficient service to our customers.—J. F. Moyer, mgr. Farmers Prod. & Sup. Co.

Wichita, Kan.—The following have been elected to membership in the Board of Trade: A. B. Zimmerman, Wichita Grain Co.; Edward A. James and F. C. Dymock, Armour Grain Co.; H. C. Rice, H. C. Rice Grain Co.; C. Whiteley, H. Q. Hay and Grain Co.; J. W. Gearhardt, Hipple Grain Co., and William R. Foot, Foot-Geis Grain Co.—R. B. Waltermire, sec'y.

Galva, Kan.—We are building a warehouse 24x57 ft. as an annex to our elvtr. and will install a 50-bbl. Midget Marvel Mill and Feed grinder. This will give us 24x30 ft. for mill and grinder, 24x27 ft. for storage warehouse and a 20x20 office, giving us in all a building 143 ft. in length. We also expect to build one or two more elvtrs. at other stations, but have not decided where yet.—J. C. Van Fleet, mgr. Galva Milling Co.

Saxman, Kan.—Effective Mar. 1st, the following changes were made in our company: E. S. Leonard, pres., resigned and O. A. Clark was elected to fill the vacancy. G. A. Leonard, sec'y-treas., resigned and J. H. Welty was elected to fill the vacancy. S. M. Lewis, mgr. of the company, resigned Oct. 1st, and the writer assumed active management and will remain until June 15th or July 1st, 1920.—J. E. Riley, mgr. Leonard Mill & Elvtr. Co.

Great Bend, Kan.—A charter has been granted to the Great Bend Board of Trade, which has been formed with 17 charter members. A federal licensed grain inspector will be appointed soon and B. S. Christopher & Co., of Kansas City, Mo., will furnish wire service. Officers are Chas. V. Brinkman, pres.; Fred Wolff, vice-pres.; L. L. Gunn, sec'y-treas. The officers, with Homer Ayers, Cliff Davis and H. T. Ratcliffe, are the directors. Members are as follows: C. Gunn, Wm. Schinzler, Joe Brada, N. Smith, D. G. Martin, all of Great Bend; L. R. French, Pawnee Rock, Kan.; A. H. Ling, Jetmore, Kan.; B. C. Christopher, Kansas City, Mo.; B. B. Truit and A. P. Haury, of Claffin, Kan., and K. R. Mohn, of Ellinwood, Kan. It is the intention to erect an elvtr. as soon as conditions warrant this step.

### MARYLAND

#### BALTIMORE LETTER.

A. K. Taylor has been elected to membership in the Chamber of Commerce.

The new equalized rates of insurance at the B. & O. elvtrs. became effective Mar. 16.

Baltimore, Md.—In the fight between grain exporters and receivers relative to repealing section 5 of article XXIV of the by-laws of the Chamber of Commerce, the exporters won, the vote standing 135 for repeal and 123 against. The repealed article reads as follows: "Between the hours of closing and opening of following business day, all bids made by resident members to persons located outside of Baltimore for wheat, corn, oats, or rye, to be shipped, in transit, and or on spot for delivery at or thru the port of Baltimore, shall not be more than the price prevailing at the close of the regular market (which shall be the price established at an official call to be held at the close of the market each day), and subject to the regular commission and handling rates and charges as prescribed in this article, i. e., the fees for inspection and weighing actually paid to the Baltimore Chamber of Commerce, also legal interest on all advances, whether made on bills of lading or otherwise; also established rates of insurance. Each bid shall specifically state that it is subject to the above enumerated commissions, handling rates and charges, and such bids shall expire at 10:30 A. M. of the next business day."

The annual auction sale April 5 for the choice of grain sample tables in the Chamber of Commerce caused lots of fun and a few hard feelings, as usual.

Walter F. Macneal, who was operated on for appendicitis Mar. 23, is getting along nicely, much to the joy of his many friends. Mr. Macneal is pres. of W. F. Macneal & Co.

Grain in Elvt. No. 1 and 3 is assessed insurance on the basis of 25c per \$100 per annum, computed on the actual short term percentage basis, according to a statement issued Mar. 23 by the Penna. Ry. Co.

The following have been admitted to membership in the Chamber of Commerce: Charles L. Hehl; Frederic B. Carr, of Hallet & Carey Co., Minneapolis; J. Omer Woodrum, grain, Baltimore; Charles D. Emmons, Baltimore; Harry Crilley, of Dennis & Co., Inc., Baltimore, and William L. Andrews, Baltimore. Members transferred: Charles W. Geiger, Gustav A. Schlens, William A. House, Albert H. Wehr, and James H. Wheelwright.

## MINNESOTA

Red Wing, Minn.—W. Bafort has bot the elvtr. of J. E. Danielson.

Renville, Minn.—A farmers co-op. elvtr. company has been formed at this station.

Alpha, Minn.—The Farmers Co-op. Society has let contract for a 30,000-bu. elvtr.

Northfield, Minn.—The Farmers Elvtr. Co. has let contract for the rebuilding of its elvtr.

Erskine, Minn.—Jake Gull has bot the elvtr. of Gilbertson & Espeseth and will remodel it.

Fairmont, Minn.—About 125 farmers of this vicinity are interested in the formation of an elvtr. here.

Greenwald, Minn.—We will make extensive improvements in our elvtr.—Fred Zirske, prop. Greenwald Elvtr. Co.

Pipestone, Minn.—We are operating the elvtr. which we recently bot, under the firm name of Tobias Bros.—Tobias Bros.

Porter, Minn.—I expect to put in a large feed mill in my elvtr. I have a small grinder but need a bigger one.—F. J. Speight.

Hallock, Minn.—The Hallock Grain Shipping Co. has bot a new truck dump and Fairbanks Scale. The T. E. Ibberson Co. will make the installation.

Brooks, Minn.—The wife of Geo. A. Zea, mgr. of the Farmers Co-op. Elvtr. Co., died recently, leaving beside her husband, 4 small children to mourn her loss.

Ivanhoe, Minn.—The Farmers Independent Elvtr. Co. has bot the property of the Springfield Milling Co. and the latter company is out of business at this point.

Ashcreek, Minn.—The damage to our elvt. during the recent blaze was very small. A stove too near a partition was the origin of the fire.—D. W. Campbell, mgr. Farmers Elvtr. Co.

Barrett, Minn.—The Barrett Grain Co. will build a cribbed annex to its elvtr, with elevating and conveying machinery and motor. It will also build an office, engine room and coal shed.

Beroun, Minn.—The recently incorporated Co-op. Warehouse Co. will build a warehouse and will handle potatoes only, no grain or other products, all reports to the contrary.—J. W. Chalupedy.

Wabasha, Minn.—The new warehouse of the Wabasha Roller Mill Co. has been completed. This warehouse and the six concrete tanks built last season were designed and built by the Hickok Constr. Co.

Dawson, Minn.—H. E. Nathan has succeeded H. Peterson as mgr. for the Equity Co-operative Elvtr. Co. He was formerly in charge of the grain dept. of the Equity Exchange at Aberdeen, S. D.—Equity Co-op. Elvtr. Co.

Porter, Minn.—D. D. Stringer, formerly with O. Miller, who recently sold his elvtr. to Jettac & Peterson, will remain with the new company, of which Mr. Peterson is mgr. F. J. Speight is installing a cleager in his elvtr.—M.

Pennock, Minn.—Material has arrived and a crew is at work on the new 35,000-bu. elvtr. to be built for the Pennock Farmers Elvtr. Co. by the Hickok Construction Co. The elvtr. will be of cribbed construction, iron clad and 28x35 ft. The company will build a new office also.

## DULUTH LETTER.

The Clearing House Ass'n of the Board of Trade has just installed an electric margin call signal. It has been installed just above the blackboard.

Garfield Meyer, N. R. Olson, W. L. Gandy and Frank W. Falk have been admitted to membership in the Board of Trade. Transfers are H. J. Labree, N. J. Olson and R. C. Bagley.

Duluth, Minn.—An amendment to the rules of the Board of Trade will be voted upon at an early date. The amendment provides that the commission for buying and selling for future delivery of wheat, barley and rye shall be ¼ cent a bushel, and flaxseed at ½ cent a bushel. When delivery of warehouse receipts is made on contracts for future delivery an additional charge of ½ cent a bushel will be made for wheat and other grains, and of ½ cent for flaxseed.

## MINNEAPOLIS LETTER.

The Pillsbury Flour Mills Co. has increased its capital stock to \$50,000.

N. Smokstad is with us now, succeeding Harry Watts, who recently died, as a traveling solicitor.—Wm. Dalrymple.

The Minnesota Railroad & Warehouse Commission has definitely decided to locate the state owned experimental flour mill in Minneapolis. It will cost \$35,000 and will be situated at 34th street and Hiawatha avenue, on the tracks of the Milwaukee railroad. The state owned flour mill is to be built under authority of a legislative act passed in 1919 by the Minnesota Legislature, and the institution will be used to test out the milling qualities of various kinds and grades of wheat grown in the state.

## MICHIGAN

Shaftsbury, Mich.—Mail addressed to A. B. Bullard & Son is returned marked "moved, address unknown."

Onondaga, Mich.—Mail addressed to M. A. Phillips, formerly agt. for Belden & Co., is returned unclaimed.

Rodney, Mich.—Farmers are organizing an elvtr. company to buy the elvtr. of Mansfield & Co. S. C. Carr and others are interested.

Chelsea, Mich.—Work was started Mar. 27 by the Burrell Engineering & Constr. Co. on our 4 new 10,000-bu. storage tanks.—Wm. Bacon-Holmes Co.

Moseley (Lowell p. o.), Mich.—I have sold my grain business and am out of it for the present.—E. E. Brown, formerly of Brown & Frost, Lowell, Mich.

Detroit, Mich.—It has been rumored that Chicago men, backed by a number of Board of Trade members, are contemplating the building of a big elvtr. here.

Coopersville, Mich.—The Coopersville Co-op. Elvtr. Co. has bot the elvtr. of Lang Bros. The capital stock of the company will probably be doubled, making it \$60,000.

Escanaba, Mich.—The Hewitt Grain & Provision Co. has merged its business into a stock company under the same style, with a capital stock of \$50,000 at Escanaba, \$30,000 at Iron River, \$30,000 at Sault Ste. Marie, \$30,000 at Manistique, and \$40,000 at Ishpeming.

Grand Ledge, Mich.—The recently organized Grand Ledge Produce & Supply Co. has bot the elvt. of W. L. Ireland and Doty & Doty. The Ireland Elvtr. will be taken over May 1, but the other house, under the management of Roy Doty, will be operated by the farmers by the 15th.

Akron, Mich.—Lee Watson, who became mgr. of the Farmers Grange Co-op. Elvtr. Ass'n Feb. 1, was instantly killed recently in the elvtr. As usual, no one knows just how it happened, but he was caught in a revolving shaft and was dead when finally extricated. For many years he was mgr. of an elvtr. at Breckenridge. He is survived by his widow and son.

## MONTANA

Glendive, Mont.—Mail addressed to Harry B. Zeller, formerly mgr. Farmers Grain Co., remains undelivered or is returned marked "unknown."

Red Lodge, Mont.—H. A. Anderson of the Treasure State Grain Co. has sold his interests in the company but will remain as mgr. of the local plant until another man can be secured.

Medicine Lake, Mont.—The Lake Milling & Elvtr. Co., successors to the Farmers Elvtr. Co., incorporated; capital stock, \$50,000; incorporators, B. M. Nelson, E. Gormley and A. L. Tennis.

Park City, Mont.—B. M. Harris is now pres. and Rolla Johnson, sec'y-treas. of the Park Milling Co.

Billings, Mont.—The Consolidated Elvtr. & Milling Co., a Montana corporation, with head offices in the Security building here, is a farmers' organization, inasmuch as the producing farmers and stockmen of districts in which elvtr. and feeding stations are operated own the controlling interest of the company. Patronage dividends are payable to all stockholders in proportion to their sales and purchases at elvt. operated by the company. The farmers have been organized in the following districts tributary to Billings: Cody, Wyo., Powell, Wyo., Garland, Wyo., Lovell, Wyo., Belmont, Mont., and Greybull, Wyo. Organization work is nearly complete at Deaver, Wyo., and an elvtr. will be constructed at that point by this company in ample time to take care of the fall crop in spite of all reports to the contrary.—Consolidated Elvtr. & Milling Co., Glenn E. Webb, sec'y-treas.

## MISSOURI

Otterville, Mo.—I have succeeded D. Gurman as mgr. for the Farmers Elvtr. Co. here.—T. E. Wherley.

Bunceton, Mo.—Farmers are endeavoring to organize a company here to have a capital stock of \$40,000.

Hartsburg, Mo.—The Hartsburg Farm Club is building a 20,000-bu. reinforced concrete elvtr. and a 50-bbl. mill.

Canton, Mo.—The Canton Co-op. Ass'n will not take possession of the elvtr. it recently bot from J. H. Wiss & Co. until May 1.

Le Due Mo.—J. W. Miller has succeeded me as mgr. of the La Due Grain & Supply Co. Will probably go back into the grain business later on.—Otto Volkmann.

St. Joseph, Mo.—Jas. Baker has resigned as solicitor for the McKee Grain Co. and is now mgr. of the branch office of the Alfalfa Creamery Co. at Springfield, Mo.

Sweet Springs, Mo.—Work has been started on the new 50,000-bu. reinforced concrete elvtr. for the Sweet Springs Milling Co. The Monolith Builders, Inc., have the contract.

Mexico, Mo.—The Producers Grain Co. has let contract for its new 30,000-bu. reinforced concrete elvtr. to the Monolith Builders, Inc. The contractors will also install all of the new machinery.

Green Ridge, Mo.—We sold our elvtr. last February to the Farmers Elvtr. & Supply Co. and they have been in possession since the 10th of that month. We sold because there wasn't business enuf in the town for 2 elvt. —Jas. F. Hurley Grain Co.

Boonville, Mo.—The Farmers Elvtr. Co. has been organized and will receive its charter soon. It will have a capital stock of \$40,000 and will build a new elvtr. although the site has not as yet been decided on.

Altensburg, Mo.—Lightning recently struck our plant and absolutely nothing was saved, not even our books, the total loss being \$40,000. We expect to build a 50-bbl. mill and 15,000-bu. elvtr. We are still in business but are continuing it under difficulties.—C. G. Mueller & Sons.

## KANSAS CITY LETTER.

Work on the new 500,000-bu. elvtr. of the Associated Mill & Elvtr. Co. in this city is to be completed by Aug. 1.

Miss Nellie Anderson, employed on the Board of Trade, and Campbell Christopher, of B. C. Christopher & Co., were married Apr. 2.

The work of rebuilding the Murray Elvtr., which was badly wrecked by a dust explosion last September, is going forward, and should be completed before a great while.—T.

Frederick D. Larabee, pres. of the flour mill corporation bearing his name, died Apr. 5 from a complication starting with a slight abscess in the nose. He was 52 years old and is survived by his widow and two children.

The R. V. Seward Grain Co. has moved into the offices in the Board of Trade, formerly occupied by the grain dept. of the Orthwein-Matchette Co., which has been moved to the main office of the company on Baltimore Ave.

The International Flour Mill Corporation has bot a 12½-acre tract of land for the site of a \$300,000 mill and elvtr. plant. The mill will have a capacity of 2,500 bbls. per day, with storage for 100,000 bus. of wheat in the mill building proper and a 500,000-bu. tank storage addition.

The annual convention of the Missouri Grain Dealers Ass'n will be held in the Coates House, at Kansas City, Mo., May 13 and 14.

The Orthwein-Matchette Co., one of the oldest firms at this market, with branches at Atchison, Kan., and St. Joseph, Mo., suspended business April 7. It is said that the firm had 200,000 bus. of corn here and 600,000 bus. of oats and corn bot in Chicago. No details or statements have yet been issued.

The Kansas State Grain Inspection Department has compiled in pamphlet form the Kansas laws and rules governing inspection and weighing of grain, hay and straw. Copies of it will be furnished free if application is made to the main office of the department at Board of Trade Annex, Kansas City.—T.

The commission rates on all hay consigned to this market or to any member of the Kansas City Hay Dealers Ass'n is now \$1 per ton with a minimum of \$10 a car. On straw the commission is 75c a ton with a minimum of \$7.50 a car. The above rates became effective after a recent meeting of the K. C. H. D. Ass'n.

#### ST. LOUIS LETTER.

Simons, Day & Co. have opened an office in this city under the management of Carl C. Lawrence.

Rex C. Pennoyer has bot the certificate of Finley Barrell in the Merchants Exchange and has applied for membership.

The marriage of Carl Langenburg and Mrs. Katherine B. Holtzman, formerly of this city, came as a pleasant surprise to the many friends of the groom in this city. The honeymoon will be spent in the Orient.

All records on the sale of cash oats at this market were broken Mar. 30 when John R. Bailey, of the Marshall Hall Grain Co., sold a car of No. 3 white oats at \$1 a bus. The car was shipped here by the Marshall Hall Grain Co. of Des Moines.

The Holland-Harris Grain & Milling Co. has succeeded the Holland Commission Co., James Holland and Hugh Harris remaining partners. The new office will be in the Gay Bldg. and wheat and corn consignments and sales will be added to the business.

#### ST. JOSEPH LETTER.

St. Joseph, Mo.—The Marshall Hall Grain Co. has bot the membership of H. S. Dunn on the Board of Trade and James F. Kellogg, of the Kellogg-Hoff Grain Co., has bot the certificate of Frank Taylor. The sales brot \$4,000 net to the sellers.

St. Joseph, Mo.—The Board of Directors recently passed a resolution requiring the registration of non-member solicitors and representatives working outside of the city. The membership committee of the Exchange investigates and passes upon all applicants as solicitors or representatives, who are issued a solicitor's card entitling the holder to visitor's privileges on the trading floor a limited number of days per month. Purpose of the above is to afford the solicitors admittance to the trading hall and promote conformity to the Constitution, Rules and Regulations of the St. Joseph Grain Exchange.

### NEBRASKA

Upland, Neb.—Chas Lingren is now mgr. of the Duff Grain Co.

Cozad, Neb.—Leonard Whaley is now mgr. of the S. B. Hord Grain Co.

Wabash, Neb.—I am now mgr. of the Wabash Grain Co.—H. C. Emme.

Hardy, Neb.—Geo. S. Myers has succeeded Roy Petch for the Farmers Elvtr. Co.

Delano, Neb.—The Farmers Co-op. Elvtr. expects to install a feed grinder in the elvtr. soon.

Gibbon, Neb.—Kory E. Kirk has succeeded Roy Leach as mgr. of the Grange Co-op. Elvtr. Co.

Havens (Clark p. o.), Neb.—Farmers are interested in the organization of a farmers' elvtr. here.

Wahoo, Neb.—The Farmers Union Elvtr. Ass'n will add a line of implements to its other business.

Bruning, Neb.—Chas. J. Casper has succeeded M. A. Osborn as mgr. for the Farmers Grain Co.

Jansen, Neb.—John Callaway has succeeded W. A. Leonard as mgr. for the Jansen Equity Exchange.

St. Libory, Neb.—W. Morris is now mgr. of the Union Grain Co. at this point.

Bloomfield, Neb.—The Farmers Co-op. Co. will build a new elvtr. this year. J. A. Hanson is mgr. for 1920.

Firth, Neb.—I have succeeded S. S. Petz as mgr. of the Farmers Co-op. Grain & Coal Co.—H. E. Kloster.

Gretna, Neb.—E. E. Petz, formerly mgr. for the Farmers Elvtr. Co. at Leshara, now has charge of an elvtr. here.

Kearney, Neb.—H. G. Mundt, of Glidden, is now mgr. for the Farmers Co-op. Co. and Emmett Eberly is sales mgr.

Madrid, Neb.—W. C. Bailey is installing a Hall Signaling Grain Distributor in the elvtr. which he is building here.

Red Cloud, Neb.—The Bird Land Co., of Hays, has sold its plant to N. P. Nelson, operating as the Diamond Mlg. Co.

Holdrege, Neb.—Chas. Clark, mgr. of the Updike Grain Co. here, has been transferred to the company's office at Hastings.

Bridgeport, Neb.—S. S. Garvey and M. Dunlap have formed a partnership and have bot the elvtr. of the Bridgeport Lumber Co.

Grand Island, Neb.—The Nebraska Consolidated Mills Co. took over the property of the Henry Glade Milling Co., Mar. 29th.

Falls City, Neb.—John Heinzelman is now connected with the Falls City Co-op. Ass'n. He was formerly with the Heacock Mill Co.

Superior, Neb.—The elvtr. of Scouler & Bishop burned Apr. 5 with a loss of \$100,000. The elvtr. was full to the top with grain.

Hastings, Neb.—We have opened a wholesale grain office in the Farmers Nat'l Bank Bldg. in Sterling, Colo.—C. Moritz Grain Co.

Weeping Water, Neb.—Chas. Murfin is the new mgr. of the Farmers Union. He was formerly mgr. of the Wabash Grain Co. at Wabash.

Hemingford, Neb.—Work has been started on the new elvtr. of the Farmers Co-op. Elvtr. Co. and it will be ready, barring accidents, etc., July 1.

Boelus, Neb.—Mr. Jensen, of St. Paul, has succeeded Chris Nielson as mgr. of the Farmers Grain Co. and Mr. Nielson has retired to his farm.

Yutan, Neb.—Otto Wagner has resigned as mgr. for the Farmers Union Elvtr. Co. here and is now mgr. of the Farmers Grain & Supply Co. at Merna.

Genoa, Neb.—S. S. Kissell, formerly mgr. for the Farmers Union Co-op. Grain & Stock Co., is now mgr. for the Farmers Union Co-op. Ass'n at Fullerton.—K.

Ogallala, Neb.—The Farmers Elvtr. Co. has completed its new elvtr. and it is in operation. F. P. Dikerson, of Hershey, has succeeded Forest Blaufus as mgr.

Benkleman, Neb.—One of the busiest elvtrs. on the Burlington railroad is that of the Benkleman Equity Exchange. It is under the management of Lester Hoffman.—T.

Peru, Neb.—The Farmers Co-op. Co. is putting in a general merchandise line in addition to the grain business. S. E. Fisher is pres. and I am mgr.—Ed. Jorgensen, mgr.

Ragan, Neb.—Geo. Hurley, formerly mgr. for C. B. Seldomridge at Lawrence, is now mgr. for the Farmers Grain & General Shipping Ass'n in this city. The elvtr. at Lawrence is closed.

Prosser, Neb.—One of the most popular men in Adams county, Neb., is Earl H. Grounds, mgr. of the elvtr. at Prosser, owned and operated by the Verona Grain & Lumber Co. Mr. Grounds is comparatively a young man but he possesses initiative and business foresight and is making a success.—T.

Annandale (Fairfield p. o.), Neb.—H. G. Heintz, formerly with the Sleepy Eye Milling Co., now has charge of the elvtr. here owned by the Farmers Grain, Coal & Livestock Ass'n. Mr. Heintz is an old timer in the grain business but he is making use of the years of experience and the system under which the elvtr. in his charge is operated is strictly up to the minute. Mr. Heintz believes in federal grain standards and has a completely equipped laboratory for grading grain accordingly.—T.

#### OMAHA LETTER.

The Butler-Welsh Grain Co. has new offices in the Grain Exchange Bldg. It was formerly located in the Keeline Bldg.

Omaha, Neb.—Julian Scott, sec'y-treas., no longer with the Rothschild Grain Co., place being taken by L. L. Quinby, who was for 15 years with the Holmquist Elvtr. Co.

John O'Donnell, a pioneer grain man of the state, died at his home in this city, Mar. 17, the age of 78. He was one of the first men to construct elvtrs. in Colorado and Nebraska. I had houses at Utica and Stratton and operated them for many years. Later he established grain office in Denver, Colo., and in 1914 came to Omaha. He was active up to the time of his death, being pres. of the O'Donnell Grain Co.

### NEW ENGLAND

Hartford, Conn.—The Garber-Northam Grain Co. has succeeded the C. H. Northam Grain Co.

Lowell, Mass.—Thos. J. McDonald, aged 60 and for over 50 years in the grain business, died recently. He operated as Thos. J. McDonald & Co.

Brattleboro, Vt.—Thousands of bags of grain belonging to E. Crosby & Co. were ruined when a flood crept up the street and finally burst in thru the doors of the Crosby Elvtr., Mar. 2. An attempt to break an ice jam was the cause of the trouble.

Burlington, Vt.—Wm. B. Johnson & Son, Essex Junction, have bot the plant of the Burlington Flouring Co. and will operate as the Johnson Grain Co. Wm. B. Johnson, Jr., will be mgr. here. The family has been in the grain and milling business since 1879, when Wm. Johnson, Sr., located at Essex Junction.

Bridgeport, Conn.—The National Grain Corporation has succeeded the Susman-Feuer Brownstein Co., the change being in name only. The company owns a 12,000-bu. elvtr., a 4-story warehouse with 150,000 sq. ft. of space and a large mill. David Freuer is pres. and gen. mgr. The company has been admitted membership in the Produce Exchange, New York.

Boston, Mass.—When seven boys employed in the grain exchange went on strike Mar. 30 because a request for an increase of pay was refused, the boys walked out in a body, leaving no one to post the stock and grain quotations or answer telephone calls. Seven grain dealers rolled up their sleeves and volunteered as strikebreakers. Much fun was mingled with business for the time.

### NEW MEXICO

Springer, N. M.—We will build a 10,000-bu. elvtr. on the Santa Fe this spring.—J. W. Ausherman, sec'y-treas., Farmers Exchange Co.

Solano, N. M.—We will build an elvtr. in the near future; at present we are at work on a mill.—Henry Garms, pres., Farmers Mill Elvtr. Co. (Company incorporated for \$25,000).

Springer, N. M.—The Floersheim Merc. Co. operates an elvtr. here, also one at Roy; the capacity of the Springer elvtr. is about 7,000 bus.; the one at Roy about 9,000 bus. R. Aldredge is mgr. at Roy and the writer mgr. here.—L. E. Aldredge, mgr. Floersheim Merc. Co.

Clovis, N. M.—We have sold our mill and two elvtrs. at Clovis, our elvtr. at Bovina and the one at Farwell to the Cramer Mill & Elvtr. Co. of Clovis. We also sold our San Jon elvtr. to R. C. Mundell of that place. Our station Havener we have sold to the Shorette Grain Co., of Clovis. Our plant at Muleshoe was sold several weeks ago to Rogers & Elrod, of Muleshoe. This company will go out of business and the writer, Lester Stone, will open a grain business here under his own name. E. P. Burdick and W. E. Gwinn will probably build an elvtr. here before July 1st.—Clovis Mill Elvtr. Co., by Lester Stone.

### NEW YORK

Union, N. Y.—The Union Milling Co. suffered a fire loss of \$50,000 Mar. 24. Several loads of grain cars were also burned.

Brooklyn, N. Y.—Thos. R. Dodge, for 44 years with the Dow Grain & Storage Warehouse Co. died Mar. 26 at the age of 73.

Manhattan, N. Y.—Picard Grain & Produce Co., incorporated; capital stock, \$100,000; J. Picard, New York, incorporator.

New York, N. Y.—J. A. Barry, formerly of the Brinard Com's Co., has entered the salvage business on his own account.

## BUFFALO LETTER.

Will build a new mill and warehouse as addition to our elvtr.—Geo. J. Meyer Malt Grain Corp.

Churchill Grain & Seed Co. incorporated; capstock, \$100,000; Leroy S. Churchill, Geo. W. Lett, Frank Fuller, John W. Van Allen and Don T. Hackett, incorporators.

o. E. Pierce pleaded not guilty to the charges against him concerning the transactions of \$6,662 bus. of oats between Aug. 1 and Sept. 19, in the interests of the Evans Elvtr. Co. the Manufacturers Traders Nat'l Bank. was released on \$10,000 bail furnished by a city company.

about 15 members of the Buffalo Corn Exchange entertained Maxwell M. Nowak, formerly in the feed milling trade and now a banker, dinner, Mar. 23. The honored guest has returned from a 4 months' business trip to Poland. While there he made arrangements for foreign remittances and carefully studied business situation. James G. McKillen was chairman of the reception committee.

## NORTH DAKOTA

ergusville, N. D.—The Independent Elvtr. Co. out of business here.

eson, N. D.—P. E. Overland has bot the r. of Fred C. Rector.

namoose, N. D.—The Farmers Elvtr. Co. is out of business at this station.

Imbledon, N. D.—The Equity Co-op. Exchange is out of business at this station.

ussell, N. D.—Mail addressed to the Farmers op. Elvtr. Co. is returned as "unclaimed."

heyenne, N. D.—We are to build a 35,000 elvtr. with 16 to 18 bins.—O. C. Oefstedahl, Sheyenne Elvtr. Co.

alvin, N. D.—The Farmers Elvtr. Co. has called a new auto truck and scales. The T. bberson Co. did the work.

ellsburg, N. D.—Mail addressed to the Billeier & Heil is returned with the notation "moved away. Left no address."

abek, N. D.—We expect to install a double ributor and an automatic scale and make other improvements. — Farmers Co-op. r. Co.

ouglas, N. D.—The elvtr. of the Atlantic r. Co. burned some time ago and the res are that it will not be rebuilt.—J. D. kllin.

and Forks, N. D.—P. J. Kavanaugh, mgr. the Russell Miller Mlg. Co. here, is seriously ill in Florida, where he went for a Grave doubts of his recovery are entered.

enlo, (Anselm p. o.), N. D.—A. E. Carter Bro. have succeeded the Venlo Farmers r. Co. I used to be mgr. for them and mgr. for our firm now. We will do a little iring in the spring.—A. E. Carter.

shall, N. D.—The Mohall Farmers Elvtr. Co. let contract for the remodeling of its elvtr. Hickok Constr. Co., putting in new foundation pits and boot tank, add an additional and install other machinery, including new truck scale.

ss, N. D.—The elvtr. of the Voss Grain br. Co. burned during a blizzard. It was overed in flames about 2:30 p. m. No one in the elvtr. and there was no fire in the ling so far as is known. The elvtr. coned about 20,000 bus. of grain, which also ed.

agerwood, N. D.—The Farmers Co-opera- Elvtr. Co. will install an additional leg, in new boot tank, a new improved double ibutor, new motor, a Dual Marquis Cleaner 10-ton Auto Truck dump scale; other re- will be made to make the house thoroly oped and up to date. The Hickok Constr. will do the work.

abrock, N. D.—It was the Thos. Berry r. we bot at this station. We have let con- to T. E. Ibberson Co. for the building of 9-ton coal shed and a warehouse for our mill. Extensive repairs will also be made his elvtr. and the one we operate at y. New equipment will include a 1,500 airbanks Automatic Scale, 25 h. p. engine. will incorporate as the Smith-Rasmusson and will begin operation Aug. 1.—L. H. l.

Forest River, N. D.—The mgr. of the elvtr. of the Cargill Elvtr. Co. at Forest River and the mgr. of the same company's elvtr. at Gwinner have been called upon by Dr. E. F. Ladd state grain inspector at Fargo, to explain why they have not been paying farmers for the dockage contained in grain sold them. The license of Isaac Lowe, elvtr. mgr. at Forest River, was canceled March 22 because he refused to pay for dockage as required by the state law. The department is now considering canceling the permit granted to the elvtr.

## OHIO

Somerset, O.—The Farmers Co-op. Elvtr. Co. incorporated; capital stock \$30,000.

Ada, O.—Work on the elvtr. of the Co-op. Farmers Elvtr. Co. will be started soon.

Homeworth, O.—James Stewart is now mgr. for the Homeworth Mill & Elvtr. Co.

Osborn, O.—I am building an elvtr. and will install some new machinery.—H. F. Frahn.

Hoytville, O.—The Hoytville Grain Co. will build new concrete storage tanks in the spring.

Ashville, O.—The Scioto Grain & Supply Co. will install three Hall Signaling Grain Distributors.

Columbus, O.—The Central Grain & Mlg. Co. has increased its capital stock from \$10,000 to \$100,000.

Cincinnati, O.—The Bingham-Scholl Grain Co. has applied for membership in the Grain & Hay Exchange.

Martel, O.—Martel Equity Exchange Co. incorporated; capital stock, \$30,000; incorporator, C. G. Guinther.

Cedarville, O.—Cedarville Farmers Grain Co. incorporated; capital stock, \$50,000; incorporator, A. Cummins.

Republic, O.—The Republic Mercantile & Elvtr. Co. has increased its capital stock from \$10,000 to \$15,000.

Xenia, O.—The Xenia Farmers Exchange Co. incorporated; capital stock \$50,000; J. T. Hutchison, incorporator.

Dunbridge, O.—The south end of the elvtr. here was blown away during the recent tornado that struck these parts.

Kansas, O.—Mrs. Arthur B. Powell, wife of A. B. Powell, a member of the firm of Mitchell & Powell, died March 27.

Ankenytown, O.—We have sold our interests at this station to the Farmers Exchange.—Syler & Syler, now at Napanee, Ind.

Killbuck, O.—Killbuck Equity Exchange incorporated; capital stock, \$20,000; incorporators, M. L. Pyers, J. S. Smith and others.

La Rue, O.—La Rue Grain & Supply Co. incorporated; capital stock \$15,000; incorporators A. W. and A. V. Jones, C. C. Clark, and others.

Cleveland, O.—The advisability of preparing and adopting trade rules covering milo maize is being considered by the Rules Com'te of the Grain & Hay Exchange.

Monroeville, O.—The Monroeville Co-op. Grain Co. has been incorporated for \$35,000. A. D. Scheid, O. W. Heyman, W. Norman, C. Heyman, and F. Hettel, incorporators.

Greer O.—The Greer Co-op. Elvtr. & Grain Co. has been incorporated for \$50,000. Incorporators, J. A. Schulz, J. E. Young, C. C. Severs, I. W. Rice and A. Arnholt.

West Mansfield, O.—The West Mansfield Elvtr. Co. incorporated; capital stock \$25,000; J. H. Culp, L. Brown, W. R. Gilbert, C. McGee-land and G. W. Needham incorporators.

Weyer, (Sandusky p. o.) O.—We have built an office and flour and seed room and will erect coal sheds, corn cribs and store room this spring.—The Weyer Elvtr. & Supply Co.

Mansfield, O.—We contemplate building a warehouse having a 15,000 or 20,000-bus. capacity along the railway on one of our farms three miles east of Mansfield.—P. G. Ross, Carpenter & Ross.

Glynnwood, (Buckland p. o.) O.—Eighty-five farmers recently held a meeting here with a view to building an elvtr. A warehouse building was recently bot at New Bremen and is to be re-erected at Glynnwood.

Renollet (Defiance p. o.), O.—The elvtr. at this station was struck by the recent tornado and lifted from its foundation and blown across the tracks where it caught fire and burned. Not even the books were saved.

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Cleveland, O.—The elvtr. of E. M. Fulsom burned with a loss of \$30,000.

Lippincott, (Urbana p. o.) O.—The co-operative elvtr. company now forming will probably buy the Lippincott Elvtr. from J. B. Outram. At a recent meeting of the interested farmers considerable money was raised.

Toledo, O.—The Produce Exchange will continue to open and close at its usual time in spite of the action of the city council of putting all clocks an hour ahead. This will make the hours on 'Change conform to the time of the opening and closing of the Chicago Board of Trade.

Trotwood, O.—The Farmers Elvtr. Co. will be incorporated in a very few days, with a capital stock of \$40,000. A like company with a capital stock of \$30,000 will also be incorporated at Farmersville. This makes 4 companies in the county, the other two being at Brookville and Union.

McClure, O.—Miss Mollett, the well known cashier of the McClure Grain Co., has resigned and will assume a like position with the Hub Grain Co. at Bowling Green, O. She is considered one of the best posted women on grain matters in the trade.

Cincinnati, O.—Popular Danny Kallagher, mgr. of the J. F. Costello Grain & Hay Co., is taking a forced vacation at Colorado Springs, but it is hoped that a prolonged stay in the mountains will restore him to his old self and bring him back to his hosts of friends.

Cedarville, O.—We have just incorporated for \$50,000 and have contracted to buy the elvtr. and warehouse of Yoder Bros., formerly Kerr & Hastings Bros. We will take possession May 1 and will make minor improvements only.—H. S. Bailey, sec'y Farmers Grain Co.

Greenville, O.—The recently incorporated Farmers Exchange Co. has bot 2 elvtrs. here, those of the North Side Grain, Coal & Feed Co. and the West Side Coal & Feed Co. We are incorporated for \$50,000 and will begin to operate May 1.—H. E. McEowen, sec'y-treas., Farmers Exchange Co.

## OKLAHOMA

Hooker, Okla.—I am out of the grain business now.—C. A. Dennison.

Bliss, Okla.—J. T. Scott is mgr. of this company.—Bliss Co-op. Grain Co.

Cherokee, Okla.—Elvtrs. are to be built here this year by all the local mills.

Ogalala, Okla.—F. B. Kickinson is mgr. for The Farmers Union Elvtr. Co.

Butler, Okla.—The Zobisch Grain Co. has succeeded the Hinton Milling Co. at this station and at Hinton.

Piedmont, Okla.—The Piedmont Grain Co. has bot the elvtr. of the Canadian Mig. & Elvtr. Co. at this city.

Hinton, Okla.—I am now mgr. of the Farmers Co-op. Elvtr. at this place succeeding H. G. Smith.—G. H. Snyder.

Tahlequah, Okla.—The Tahlequah Elvtr. & Mill Co. expects to have its new mill and elvtr. finished in a few weeks.

Cordell, Okla.—The mill and elvtr. of the Cordell Milling Co. has been sold to W. McDonald and J. A. and D. W. Orr.

Lawton, Okla.—Please address us hereafter at this point.—W. B. Schroeder, of Groseclose & Schroeder, formerly of Geronimo.

Carnegie, Okla.—The elvtr. of the Farmers Co-op. Mill & Elvtr. Co. has been started by the White Star Co. who has the contract.

Catoosa, Okla.—Farmers Mill & Elvtr. Co. incorporated; capital stock, \$15,000; incorporators, J. C. Smith, Edw. Konklin, and L. A. Zellner.

Ames, Okla.—We have no intention of building here and cannot understand how such a report started.—Nelson Grain Co., Clinton, Okla.

Greenfield, Okla.—Farmers Grain & Supply Co. incorporated; capital stock, \$25,000; incorporators, J. H. Geeslin, W. T. Cooper and E. Williams, Geary.

Chesterton, Okla.—The Farmers Co-op. Grain & Supply Co. will build a 15,000-bu. concrete elvtr. and will start building operations by May 1.

Middleberg, Okla.—Middleberg Gin & Grain Co. incorporated; capital stock, \$20,000; incorporators, W. C. Miller, H. J. Bazar, E. E. Berry.

Rusk, (Fairview p. o.), Okla.—The Farmers Grain Exchange has been incorporated for \$25,000; W. F. Perkins, A. C. Campbell and J. D. Wells, incorporators.

Haskell, Okla.—The Haskell Mill & Elvtr. Co. incorporated; capital stock, \$25,000; incorporators, John E. Hancock, Roscoe D. Breeden and W. W. Hancock.

Tulsa, Okla.—Stockholders of the Tulsa County Farmers Co-op. Co. will meet on Apr. 17 to vote on whether their capital shall be increased from \$10,000 to \$200,000.

Inola, Okla.—We are building a 25,000-bu. up-to-date elvtr. at this point. H. O. Hurst, Claremore, Okla., has the contract.—W. G. Heibert, mgr., Inola Farm Elvtr. Co.

Buffalo, Okla.—The new Farmers Co-op. Elvtr. Co. will build a 20,000-bu. concrete and steel elvtr. soon. No equipment has yet been purchased outside of a 10-ton truck scale. We have no mgr. as yet.—J. H. Leith, sec'y-treas.

## OREGON

Baker, Ore.—The O'Bryant Grain Co. has increased its capital stock to \$100,000.

Portland, Ore.—We are now located in the Henry Bldg.—E. Rohlfing, mgr., E. Rohlfing Co.

Warren, Ore.—At the annual meeting of the Co-operative Warehouse Ass'n A. L. Morris resigned as sec'y and A. E. Tarbell was elected to fill the vacancy.—C.

Portland, Ore.—The Western Grain Co. incorporated; capital stock of \$330,000; incorporators Robert F. McGuire, J. P. Winter and W. H. McGuire. They will deal in grain, hay, feed and other agricultural products, at wholesale and retail. The company bot 5,800 acres of wheat land, which is situated in Gilliam County in Eastern Oregon, from the Beaver Land-Stock Co. for \$40 per acre and the purchase of the equipment and personal property brought the total purchase price up to a quarter of a million dollars, according to the officials of the grain company.—C.

## PENNSYLVANIA

New Stanton, Pa.—The Farmers Co-op. Ass'n has been organized here.

Philadelphia, Pa.—Henry E. Wack and C. H. Cocke have applied for membership in the Commercial Exchange.

Pittsburgh, Pa.—L. G. and S. H. Morgan are operating the Iron City elvtr., which they recently took over from D. G. Stewart, under the name of Morgan Bros.

Philadelphia, Pa.—The Commercial Exchange has been notified by the Phila. & Reading R. R.; that the company will undertake to insure grain received in Port Richmond Elevator and charge the owner of the grain premium based on an annual rate of 25 cents per \$100 of value.

## SOUTH DAKOTA

Milbank, S. D.—M. Thompson has bot the elvtr. of F. A. Croal.

Redelm, S. D.—Mail addressed to the Redelm Equity Exchange has been returned marked "out of business."

De Smet, S. D.—We will install a new dump scale as soon as weather permits.—B. A. Rice, agt. G. A. Van Dusen & Co.

Dempster, S. D.—The Farmers Elvtr. Co. has just completed the installation of a truck dump.—J. J. Martin, agt. G. W. Van Dusen & Co.

Aberdeen, S. D.—C. J. Furst, formerly ass't mgr. of the McCaull-Dinsmore Grain Co., is now mgr. for the office of the company here.

Burke, S. D.—The Farmers Co-op. Grain & L. S. Co. has installed new scales, electric lights and power, and a Trapp Dump in its elvtr.

Frankfort, S. D.—The Farmers Mill & Elvtr. Co. has let contract for a thoro overhauling of its elvtr. Extensive repairs will be made and new machinery installed.

Chancellor, S. D.—Work has commenced the new elvtr. for the Farmers Co-op. Co. The old house will be rebuilt and new machinery stalled. Hickok Construction Co. has the work.

Sioux Falls, S. D.—The Whole Wheat Mill Co. has bot the "Queen Bee" mill proper which includes a 250,000-bu. elvtr., from Larebee Mills Corp. It will be used for a cereal manufacturing plant.

Howard, S. D.—While work is being done the new elvtr. of the Farmers Elvtr. Co., second house will be remodeled and have new equipment installed. T. E. Ibberson Co. has contract for all of the work.

Northville, S. D.—Material is on the way for the new annex to be built for the Northville Farmers Elvtr. Co. Work and the installation of new machinery will be done by Hickok Construction Co.

Frankfort, S. D.—The Frankfort Mill & Elvtr. Co. will install a new truck dump scale, bot a new engine room and warehouse and make other additions to its equipment. Hickok Construction Co. will do the work.

McLaughlin, S. D.—We had planned to build a new elvtr., 20,000 bus. capacity, all side of the one we have, but owing to the cost of material and unsettled conditions have decided to wait probably until next year.—McLaughlin Equity Ex., Howard Hart, sec'y.

Sioux Falls, S. D.—The Slaughter-Burke Grain Co. will hereafter be known as Slaughter-Burke Grain Co., as on April 1 Wm. Slaughter sold his interests to S. A. and A. S. Burke who were members of the Slaughter-Burke Grain Co. Besides them L. V. Burke came into the new firm, which will incorporate and continue to operate the four offices which were operated by the Slaughter-Burke Grain Co. at Sioux Falls and Mitchell, S. Dak., Sioux City and Esterville, Iowa. Our Esterville office will be in charge of Fred E. Ibbertson; our Sioux City office in charge of Vernon E. Smith, and our Mitchell office in charge of G. W. Toberen. — A. S. Burke, Slaughter-Burke Grain Co.

## SOUTHEAST

Moore Haven, Fla.—The Brandon Grain Co. of Marianna and Greenville, Fla., will build elvtr. here.

Moultrie, Ga.—A. J. Delay will enlarge mill, adding more warehouse space and installing a pearl meal mill.

Moultrie, Ga.—The elvtr. formerly operated by Joe Battle is now standing idle. Mr. Battle having returned to his farm.

Valdosta, Ga.—The South Georgia Milling Co. is erecting a modern elvtr. and mill feed plant the coming summer.

Palatka, Fla.—The Birdseye Commission of Valdosta, Ga., has opened a branch office here. J. T. Campbell is mgr.

Walterboro, S. C.—The Colleton Products Co. is building an elvtr. at this point. The Beaton Construction Co. has the contract.

Roanoke, Va.—We have not definitely decided to open branches thru the South as yet.—F. Gregory, treas., American Brokerage Co.

Americus, Ga.—The Linden Brokerage Co. no longer in business here. Mr. Linden moved to Atlanta and expects to go in business at Athens, Ga.

Greenville, S. C.—The Smith Grain Co. been chartered with a capital stock of \$50,000. W. L. Smith is pres. and treas. and A. J. Smith is vice-pres. and sec'y.

Valdosta, Ga.—The Merchants Grocery Co. incorporated Apr. 1, 1920, with a capital stock of \$25,000, succeeds the F. H. Tillman Co. Co., jobbers in grain, feeds, hay and groceries.

Statesville, S. C.—The Sterling Mills, Inc. increasing its warehouse capacity by 15,000 ft.; its grain storage by four 15,000-bu. tanks and its milling capacity from 550 bbls. to 1,000 bbls. Expect to be ready for the new crop C. D. Moore.

Valdosta, Ga.—The corn meal mill and mill feed plant added to the Valdosta Elvtr. was ready for operation on April 10th. Work commenced on a concrete and brick warehouse to have 24,000 ft. of floor space. Part of storage room will be used for storing tobacco. Valdosta Mill & Elvtr. Co.

Valdosta, Ga.—The Birdsey Commission Co. is opened a branch office in Palatka, Fla. The Rice will be under the management of J. T. Campbell. The firm will do a brokerage business in merchandise and grain.

Dublin, Ga.—The opening of the new farmers vtr. at this point will give farmers a market for their velvet bean stocks. Since the burning of the Oconee Mills farmers in this territory have been at a loss to know where to take their beans for shelling at a reasonable cost.

Mobile, Ala.—We note in the Journal a statement that there is only one export broker and forwarding agent in Mobile. Inasmuch as this firm has been operating in Mobile ever since October, 1919, we would appreciate a correction. This firm handles quite a volume of export grain freight. We maintain offices both in Mobile and New Orleans.—Jefferson D. Hardin, P. B. Lush, mgr.

## TENNESSEE

Chickasaw, Tenn.—The Chickasaw Coal & Grain Co. organized; capital stock \$50,000; Wm. Ray, pres.; E. B. Parker, gen. mgr. The company will open for business in the old plant of John White & Co.

## TEXAS

Breckenridge, Tex.—Leland Grain Co. incorporated; capital stock, \$25,000.

Vernon, Tex.—The Sewell Grain & Fuel Co. will build a concrete office and scale house.

Ft. Worth, Tex.—E. G. Rall will build a 125,000 reinforced concrete elvtr. here on theISCO tracks.

Truscott, Tex.—The Olds Grain Co. is installing two Hall Signaling Grain Distributors in its new elvtr. here.

San Angelo, Tex.—The capital stock of the Martin-Glover Co. has been increased to \$200,000. E. L. Martin is pres.

Sherman, Tex.—J. R. McKnight, formerly rain inspector here, has gone with the Munn Brokerage Co., at Enid, Okla.

Humble, Tex.—The Fralick Grain Co. is now new and larger quarters and prepared to handle a larger volume of business.

Aiken, (Floco p. o.), Tex.—We are building 6,000-bu. addition to our elvtr. here.—J. E. McAvoy, mgr. Floyd County Elvtr. Co.

Follett, Tex.—Farmers Grain & Supply Co. incorporated; capital stock \$10,000; incorporators, L. H. Montgomery, S. F. Cross and A. O. Trump.

Archer City, Tex.—The elvtr. of the Forbes Bldg. Co. is nearing completion and will soon be finished. The White Star Co. is doing the work.

Breckenridge, Tex.—The Leland Grain Inc. incorporated; capital stock \$25,000; incorporators, C. J. Leland, H. B. Furr and C. B. Jaddis.

Crawford, Tex.—Crawford Mill, Elvtr. & Grain Co., incorporated; capital stock, \$20,000; incorporators, L. J. Johnson, M. Marks and E. B. Farrish.

Richardson, Tex.—R. E. Thompson is now operating the business formerly belonging to Thompson & Finley. W. H. Filey is operating in Texas but is in no way connected with Mr. Thompson at this time.

Happy, Tex.—The Farmers Grain and Elvtr. Co. have bot the elvtr. at this place of Townsend Grain Co. and I am mgr. The Townsend Grain Co. is still in business as grain broker.—H. M. Baggarly, mgr.

Crawford, Tex.—Crawford Mill & Elvtr. Co. incorporated; capital stock \$20,000; incorporators L. J. Johnson, M. Marks and R. B. Farrish. A mill and elvtr. will be erected and a general milling and grain business will be done.

Belton, Tex.—Thornton & Smith, at this city, have been expelled from membership in the Texas Grain Dealers Ass'n for refusing to arbitrate differences with members and for refusing to pay awards of the arbitration Com'tee of the Ass'n.

Hereford, Tex.—We took over the McQueen Grain & Coal Co. in December, 1919. The elvtr. had previously been sold to Kemp & Kell, of Wichita Falls, Kan. However, we are now handling considerable grain and hope by the coming year to be in shape to handle still more.—M. B. McLean, Jones & McLean Grain & Coal Co.

Greenville, Tex.—Fred Plemmons, 18 years old, and an employee of the Greenville Mill & Elvtr. Co., was found dead, buried under several inches of wheat, March 25. The verdict resulting from the inquest ascribed his death as accidental from suffocation.

Fort Worth, Tex.—At a recent meeting of the Executive Com'tee of the Texas Grain Dealers' Ass'n., Pres. Clements, in behalf of the Ass'n., presented Sec'y H. B. Dorsey with a full table service of silver. Mr. Dorsey greatly appreciated the gift and heartily thanks all of the donors.

Hale Center, Tex.—The Hale Center Elvtr. Co. has changed hands, but will continue to run as the Hale Center Elvtr. Co. Part of the stock is held by the stockholders of the South Plains Grain Co., Plainview, Tex., and Floyd County Elvtr. Co. and part by local people. Frank McQuat is mgr. and F. M. Bridges is his assistant.—Hale Center Elvtr. Co.

Lockney, Tex.—Less Floyd has let contract to the White Star Co. for a new concrete elvtr. with a storage capacity big enough to give him a total of 50,000 bus. capacity, including the old house. The new elvtr. of the Lockney Coal & Grain Co., which will be built by the same company, will have a capacity of 50,000 bus. and will be 50 ft. high. It will be built beside the old elvtr., which will be used entirely for storage. All of its machinery will be placed in the new house. Work will begin at once; it will be built so that an additional 50,000 bu. capacity can be added at any time.

## UTAH

Salina, Utah.—The Farmers' Equity Milling & Elvtr. Co. has been given permission to sell stock.

Salt Lake City, Utah.—We have closed the office in this city.—C. W. Morrison, Executive Ass't, Federal Grain Supervision, Burc of Markets, Washington, D. C.

Gunnison, Utah.—I contemplate building a 50,000-bu. elvtr. in addition to my mill and elvtr. now here. Also about a 10,000-bu. steel tank in connection with the mill at Ft. Green, Utah.

Levan, Utah.—Levan Mill & Elvtr. Co., incorporated; capital stock \$20,000; Lorenzo Mangleson, pres.; R. H. Gardiner, vice-pres.; Geo. Francom, treas., and Neils Lundstien, sec'y., incorporators.

## WASHINGTON

Rosalia, Wash.—We are going to build an elvtr. here for this season's crop, and also a chop mill.—Rosalia Supply Co.

Pasco, Wash.—The Western Grain & Seed Co., formerly conducted as a partnership by C. F. Diemon and C. F. Stinson, has been reorganized. F. C. Brown and F. V. Jones are the new members of the company, which has been incorporated with Mr. Stinson as pres., and Mr. Diemon as sec'y-treas. The company will extend its business.

Medical Lake, Wash.—I have just made arrangements to buy the stock of the stockholders who wish to sell of the Medical Grain & Milling Co., which I organized some time ago. The present management is not making money. We will put in \$50,000 additional money and will have one of the finest little mills in the country.—J. F. Goldback, mgr. Medical Lake Telephone Co.

## WISCONSIN

Cedar Grove, Wis.—Henry Kreunen, mgr. of the elvtr. of Kreunen Bros. is dead at the age of 44.

Hartford, Wis.—Fred Uebele has succeeded Louis Brumm as mgr. of the feed elvtr. of the Hartford Co-op. Co.

Trempleau, Wis.—We do not intend to build an elvtr. at this point, altho we did look into the matter last fall.—M. Larson & Son.

Beloit, Wis.—The Chamber of Commerce is fathering the movement which has been started for the erection of a new elvtr. for this city.

Mauston, Wis.—James Allaby and Pat McGarty have bot the T. H. Cochrane Co. warehouse, and will do business under the firm name of Allaby & McCarty. Otto Fiske is the mgr.

# ELLIS DRIERS

have an admirable reputation for producing a kiln dried corn which has no equal for milling purposes. It is evenly dried, and the natural color of the corn is retained in all its original lustre making a meal which is attractive and possessing unequalled keeping qualities.

Grain Driers Rotary Driers

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# CIFER CODES

Use a good Telegraph Cipher Code, Prevent Errors, Reduce the Cost of Sending Messages and Prevent Contents Becoming Known to Agents.

**Universal Cipher Code**, the most complete and up-to-date code published for the use of the grain dealers and millers. Its use will reduce your tolls one-half. Its 150 pages of bond paper contain 14,910 expressions for present-day terms, and no two of them are near enough alike to cause confusion. Bound in flexible leather. Price, \$3.00; Book paper, board cover, \$1.50.

**Robinson Cipher Code** with 1912 and 1917 Supplements for domestic grain business. Bound in flexible leather, price \$2.25; cloth, \$1.75.

**A. B. C. Improved 5th Edition**, contains a complete set of five letter code words for every expression in the former edition. Any two of these words may be combined and sent as one word, reducing telegraph tolls 50 per cent. Price in English, \$18.00.

**Miller's Code** (1917), for milling and flour trades, 3½x6 inches, 77 pages, \$2.00.

**Riverside Code**, fifth edition, for millers and flour dealers. Bound in flexible leather, 228 pages, \$3.00.

**Baltimore Export Cable Code**, third edition, the latest, simplest and most popular code used in the export grain trade. Bound in leather, 412 pages. Price \$12.50.

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GRAIN DEALERS JOURNAL

305 S. La Salle Street,

Chicago, Ill.

Fond du Lac, Wis.—We recently incorporated, but we will not build an elevator, only a warehouse to store feed and other farm necessities. —F. W. Fish, sec'y., Fond du Lac Equity Co.

Burkhardt, Wis.—When the army balloon which recently made a successful trip from Ft. Sill was forced to descend here on account of a terrible storm, a hook hanging from it caught the feed and power wires of the Burkhardt Milling & Electric Power Co., whose plant was damaged by fire a few days ago, and tore them in two, burning out two big generators of the company at the plant here and two at the Willow River Falls plant, which was damaged to the extent of \$25,000. C. H. Cook, engineer of the latter plant, was severely burned.

#### MILWAUKEE LETTER.

The annual dues for the Chamber of Commerce for the fiscal year beginning April 5, are \$80, payable in two installments.

The interest rate on advances under the rules of the Chamber of Commerce, for the month of April, is 7½% per annum.

Membership changes during March are as follows: New members: Chester L. Sampson, Jas. A. Butler, Fred A. Piehl and Louis N. Ritten. Membership Transfers: Herman F. Weber and Wm. G. Kellogg.

Milwaukee, Wis.—The Jersey Cereal Food Co., of Cereal, Pa., has bot the mill of the Morrow Milling Co. The new owners will take possession of the property on May 1 and will run package rolled oats and cornflakes. A. S. Martell, mgr. of the mill under its former ownership, will continue in the same capacity.

The result of the annual election held April 5, is as follows: H. M. Stratton, Pres.; H. H. Peterson, 1st Vice-Pres.; Albert R. Taylor, 2nd Vice-Pres., and H. A. Plumb, Sec'y and Treas. Board of Directors: G. W. Kruse, L. J. Keefe and Hugo Stolley. Board of Arbitration: L. J. Beck, Chas. F. Coughlin and Wm. A. Zahn. Board of Appeals: Wallace M. Bell, 2 years; E. J. Furlong, 2 years; S. G. Courteen, 1 year.—H. A. Plumb.

Amendments to the commission rules, as recommended by the directors, were adopted by ballot April 1. These amendments make changes in the present charges for receiving and selling grain and other commodities. On wheat and rye the charge would be 1 per cent of the sale value, with a minimum of 1c per bu., instead of 1½c, the present rate. The same minimum would be applied to barley and ear corn, as it is under the existing rule. Buckwheat is also placed on the percentage basis, and instead of 2c per 100 lbs., the commission would be 1 per cent of the sale value, with a minimum of 1c per bu. The minimum charge on shelled corn would be ¾c per bu., the same as at present, and the oats minimum would also be unchanged at ½c per bu. under the old rule. The commission on flaxseed will be 1 per cent of the gross proceeds, with a maximum of 2½c per bu. and a minimum of 2c per bu.

THE CANADIAN Wheat Board has promulgated an order reducing the price of seed wheat to farmers to \$2.45 per bu. before Apr. 15, and \$2.80 after that date, for No. 1 Manitoba Northern wheat in store Ft. William and Port Arthur, Ont.

ELEVATOR OWNERS who paid more than the government guarantee for wheat last fall, and then borrowed on it to the limit, are now in a peculiar predicament. They cannot move their stocks because of the car shortage, and the local bankers are asking more security for their loans. Reports received by the Sioux City Grain Exchange indicate that 400 elevators in the northwest are filled with grain and are unable to handle any more because of the shortage of cars.

E. P. MUELLER, broker in feeds, Chicago, Ill., has been indicted by the federal jury at Grand Rapids, Mich., on the charge of profiteering in the sale of a car of screenings, in violation of the Lever Act. P. W. Debs, a broker of Lansing, Mich., is indicted jointly with him. Mr. Mueller gave bond and went to Grand Rapids for the preliminary hearing. He declares sales were made thru agents at a fair price. No grain dealer has yet been convicted of profiteering by due process of law.

SOUTHERN RUSSIA's wheat crop for 1919 was 330,000,000 bus.; compared with a five year average of 251,000,000 bus., says the British Economic Commission.

THE EGYPTIAN grain acreage will be much reduced this year owing to the present high price of cotton. Weather conditions unfavorable for planting have also helped decrease grain acreage.

WHEAT CONSUMPTION per capita varies from four bus. per year in certain southern states, where more corn is consumed, to over 7 bus. per person in North Dakota, where very little other grain is eaten.

THE BRITISH Mission in Russia, dealing with the territories of the Ukraine, Kuban, Terek, and Don, has estimated that there is a surplus of wheat available for export abroad to the amount of 3,306,900,000 lbs. The Mission arrived at this estimate after taking into account the wheat yield of 1919 and stocks from previous harvests, and after allowing for the quantities required for consumption within these territories, and for supplies to other Russian localities.

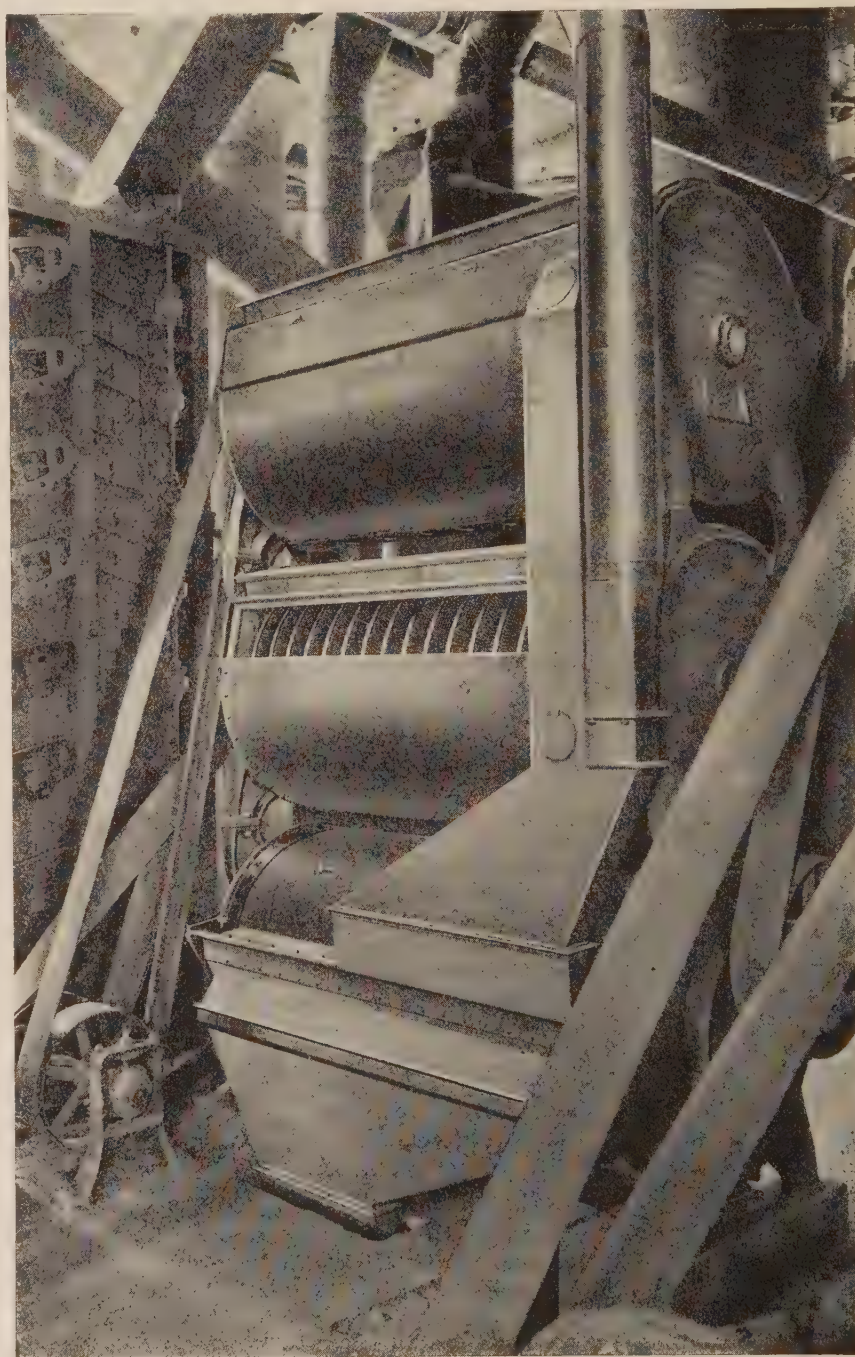
#### A Real Departure in Grain Separation

A new type of grain separator that is a radical departure from all present methods of separating wheat from oats and barley is illustrated herewith. This machine is called the New Carter Disc Separator, and is manufactured by the Carter-Mayhew Manufacturing Co.

We consider it the most unique grain separator that has been brought to our attention in recent years.

To get no dockage wheat requires so much cleaning as a general thing that the elevator operators very often consider the game hardly worth while, and they will accept the inevitable and stand a small dockage rather than attempt to clean down to no dockage. This condition has existed because they have had simple equipment that would perfectly separate wheat from oats and barley in operation. This situation has been acute in the Northwest District, due to the large quantity of oats usually growing with spring wheat.

From many installations already made, New Carter Separators in elevators and mills



Three High Installation of Carter Disc Separators Installed at Soo Line Elevator at Minneapolis

is proven beyond a doubt that cleaning down no dockage is practical and economical. We produce herewith a photograph of this new equipment as now in operation in the Soo Line Terminal Elevator at Minneapolis. This is a free high installation, and was put in for cleaning wheat only, but has also been used with perfect results for cleaning oats, rye and screenings. Wheat is fed into the two top machines, and the tailings drop down to the bottom machine, which cleans up these tailings and also an additional amount of wheat sides. This three high installation has a capacity of 900 bus. per hour on spring, or winter wheat. The power required to operate is less than 9 h. p. and the floor space required only 3½x7 feet.

Another class of separation in great demand is the separation of oats and barley. This separation is fully accomplished by the New Carter Disc Separator by using discs with pockets a little larger than the standard oat pocket.

For separating cockle, wild peas, flax and seeds from wheat a small sized pocket is used on the discs which reject wheat, but pick out and separate all material smaller than wheat. The field for this new separator apparently unlimited and pockets in the discs can be made for any class of separation.

Our illustration of a single machine shows the general construction of the machine, which consists of a central shaft, on which is mounted a series of discs, each disc bearing on its two faces over 7,000 undercut pockets, and pockets so shaped that they pick out the wheat, but reject oats, barley and larger material. Each disc is made of high grade special cast iron, is 32 inches in diameter, and the central part being made in the form of a screw conveyor, as shown in the illustration. The wheat is delivered to the feed spout, which runs along the side of the machine at the pulley or head end, and is allowed to flow to the machine by means of small feed chutes, each being located in front of a disc. As is shown in the illustration, as is also the cut-off valves located over each inlet spout. The flow of wheat to the machine is therefore under absolute control by adjusting the individual slide valves in front of each disc. The discs revolve at about 44 r. p. m. and the all pockets on the discs pick out the wheat, carry it up and drop it into the troughs between the discs. The troughs all discharge to a common hopper, as shown in the illustration.

The oats, barley, and other material rejected by the pockets is conveyed along from the disc by means of the screw conveyor, which forms the center of each disc.

It will be noted that the grain is fed in at the head end of the machine, so that

the last 7 or 8 discs are revolving in grain that has been rejected from the preceding discs, the wheat is gradually picked out of this material, and the offal is tailed away absolutely free from wheat.

It will be noted from the illustration, that a large cut gear is mounted in an enclosed oil tight housing on the end of the machine. This gear meshes with a hardened and ground steel pinions on the pulley shaft, which together with the main shaft is equipped with S. K. F. ball bearings throughout.

Air suction plays no part whatever in making this separation, and costly dust collecting equipment, together with power required to run the fan, are all eliminated. In fact, the total power required to drive a 250 bu. disc separator is less than 3 h. p.

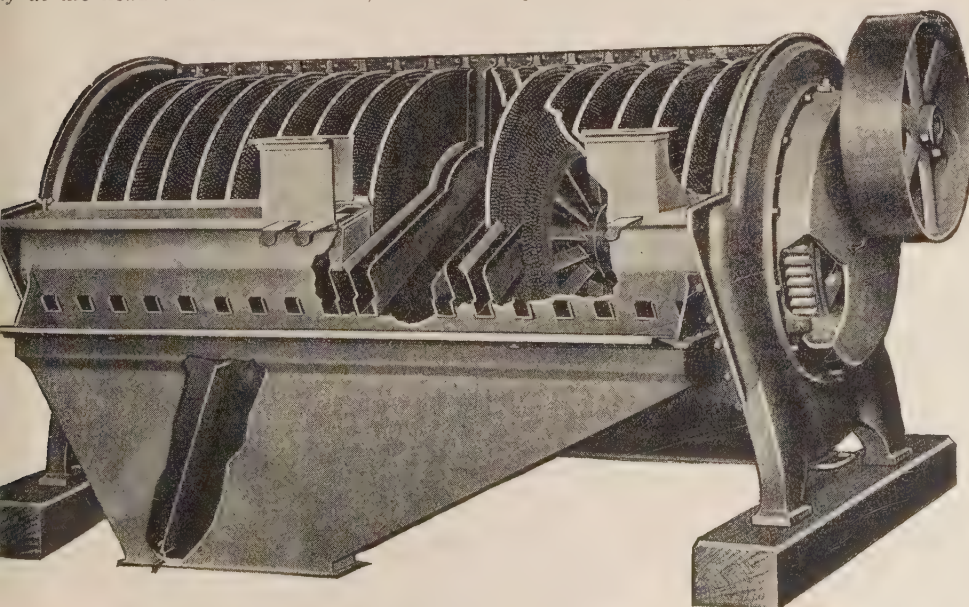
A 17 Disc Separator occupies a floor space of about 3½x7½ feet, stands only 3 feet high, and has a capacity on spring or winter wheat of 250 bus. per hour. Machines are also built with 11, 13 and 15 discs, with capacities from 100 to 200 bushels per hour. Where capacities of more than 250 bushels per hour is wanted, the machines are placed one above the other. Two 17 disc machines mounted in this manner will have a capacity of 600 bushels per hour. Machines with 16 and 24 inch discs will soon be ready for the market, providing capacities below 100 bushels per hour.

In cleaning oats, especially for seed, or oatmeal millers, the New Carter Disc Separator does remarkable work. All of the wheat, cockle, wild peas, and other seeds are picked out and the oats coming away from the machine are absolutely free from seeds of all kinds.

The separation of oats from rye has been attained with very satisfactory results.

This new separator is now being used by the most progressive elevator and milling companies, and it is easy to predict the early adoption of this machine as indispensable equipment. The simplicity of the machine, its freedom from vibration, its lack of attention and upkeep, and the fact that it is all enclosed so that no dust rises, and furthermore that it makes a perfect separation, will without question insure the general adoption of this new separator.

TRADE in corn for future delivery was resumed in Liverpool on March 15 after having been under suspension for several years on account of the war. July delivery opened at \$1.77 per bushel and closed at \$1.77½, while September corn opened at \$1.76 and closed at \$1.75. These prices are based on the pound at \$3.65. July delivery corn on the same date in Chicago opened at \$1.41 and September corn opened at \$1.38½.



New Carter Disc Separator.

## ELLIS Oat Purifiers

If you are a live wire you will equip your plant with an Ellis Oat Purifier. Now that the government has removed the ban on this product, purified oats are becoming more popular than ever, because they are better than the natural product. The fact that they are purified or sterilized makes a sweeter and more healthful feed. If you want a purifier for this season, place your order now.

Write for descriptive matter.

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### IMPROVED DUPLICATING GRAIN TICKETS

With the use of Form 19GT as a scale book much time and labor will be saved as one writing with the use of carbon will give you a complete record and at the same time, a ticket will be ready for the hauler. Very convenient for dealers who regularly issue scale tickets for each load of grain received. Chance of error will be minimized as both the ticket and office record will be the same.

This book contains 250 leaves. Each of the 125 original leaves bears four scale tickets, is machine perforated, printed on white bond, size of tickets 3x6½ inches. The 125 duplicates are printed on manila, but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Size of book 7½x12 inches, each book supplied with 5 sheets of carbon.

The printing is crosswise the ticket and has spaces for the following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer." Order Form 19 GT. Price \$1.35.

GRAIN DEALERS JOURNAL  
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Tell us what you need for your Grain Elevator and we'll tell you where to get the latest and best.

### INFORMATION BUREAU

Grain Dealers Journal, 305 So. La Salle St.,  
Chicago

## Feedstuffs

**RHINELANDER, WIS.**—The Northern Hay & Grain Co. will start work on a new feed mill some time this spring.

**THE EASTERN** Federation of Feed Merchants will hold its annual meeting June 25-26 at Pittsfield, Mass.

**MOULTRIE, GA.**—The Moultrie Mill & Elvtr Co. is about to take on a line of mixed feeds for sale to their farmer patrons.

**LAMAR, COLO.**—The Denver Alfalfa & Milling Co. has started work on an addition to its plant which will be completed by July 1.

**ST. LOUIS, MO.**—The active management of the K. & E. Neumond Co. of this city has been taken over by its pres., Ludwig Eise-mann.

**PITTSBURGH, PA.**—The Western Grain Products Co., of Hammond, Ind., has opened an office in this city in charge of R. W. Lindner.

**OAKLAND, IND.**—The Columbia Grain & Feed Co., recently incorporated at this point will manufacture and ship feeds as well as handle grain.

**MAETON, WASH.**—The Mabton Alfalfa Meal has just completed its new warehouse and is now constructing a hay barn. E. J. Perry is manager of the plant.

**ABERDEEN, WASH.**—The Wishkah Grange is planning to erect a warehouse at this point for the storage of feed and grain purchased thru the state Grange System.

**FITCHBURG, MASS.**—J. Cushing Co. has registered the word "Vigor" as its trademark, No. 126,098, for use on poultry and stock feed, wheat feed, stock feed, and balanced ration.

**CEDAR RAPIDS, IA.**—The new reinforced concrete feed plant of the National Oats Co. is now turning out 400 tons of combination stock food. The plant was erected by the Newell Cons. Co.

**TAYLORVILLE, ILL.**—We are building a large warehouse in which we will handle all kinds of feeds, tankage, cotton seed meal, linseed meal, molasses feed and peanut meal. A. E. McKenzie, mgr., McKenzie Milling Co.

**POCATELLO, IDAHO.**—Work will begin at once on the new feed mill of the Idaho Feeding & Livestock Co. at this point. When completed, it will have a capacity of 75 tons per day. Geo. E. Sanders of Ogden will be manager.

**ST. PAUL, MINN.**—The St. Paul Molasses Feed Co., has been incorporated with a capital stock of \$300,000, to erect a plant to cost about \$75,000. Directors of the new company are: F. E. Lange; R. J. Johnstone and L. De Boynton.

**BUFFALO, N. Y.**—The duties of H. J. Smith, until March 1, manager of the elevator department, have been absorbed by J. H. Cosgriff, general manager. Mr. Smith is no longer with this organization.—Black Rock Milling Corp.

**BURLINGTON, IA.**—Officials announce that work on the new Peerless Feed Co.'s plant will be started within the next 60 days. An option has been secured on the track of the Burlington Lumber Co. An option has also been taken on two sites and it is now up to the company to decide which is the best place.

**COLUMBIA CITY, IND.**—We have just completed our new mill. Our reinforced concrete elevator of 15,000 bus. capacity is under the same roof as our mill. It is our intention to store grain to use in the manufacture of our feed. Within the coming year we expect to build three large storage tanks. Portman & Co.

**FORT WAYNE, IND.**—An oval space, carrying the figure of a general on horseback and topped by the word "Wayne," has been registered by the McMillen Co. as its trademark, No. 126,387, for use on hog, horse, dairy, and scratch feed.

**THE INTERSTATE** Commerce Commission announces that the minimum weight rule expired on March 31. They also approve tariff schedules providing for reductions in these weights on mixed feeds. Carload weights on mixed feed may be changed on one day's notice to the I. C. C. and the general public.

**KINGS CENTER, COLO.**—The Pueblo Alfalfa Meal Co. has purchased the alfalfa mill at this point. Work has already been begun on their new alfalfa meal mill at Dinsmore, Colo., which, when completed, in July, will have a capacity of 150 tons per day. This company is now operating a plant at Vineland.

**KANSAS CITY, MO.**—The I. S. Joseph Co. has applied for a charter to engage in the feed business in Missouri. Officers of the company are: pres., I. S. Joseph, v.-pres., M. Kanter, sec'y-mgr., I. M. Springer. The company states that the interests of the I. S. Joseph Co., Minneapolis, are similar but will be operated separately.

**BECAUSE** of the shortage of feeds in Montana, livestock organizations requested the carriers to extend the half rates on forage. They state that many feeders will have to ship in feed until next harvest. Because of the shortage of cars very few persons have a surplus of feed in the state. The carriers refused the request.

**MINNEAPOLIS, MINN.**—A new company is being organized here, to be known as the Newsome Feed Co. The officers selected are: pres., L. S. Newsome; vice-pres., E. J. Doherty, Pittsburgh; and sec'y-treas., O. C. Jacobsen, Minneapolis. J. E. Cramp has resigned as Minneapolis manager of the Newsome Feed & Grain Co., of Pittsburgh, Pa.

**THE CONCENTRATED** commercial feeding-stuffs act of Washington has been sustained in a decision by the Supreme Court of the state in the suit brot by the Fisher Flouring Mills Co. The Superior Court of King County had granted a temporary injunction restraining the prosecuting attorney from enforcing the act on the ground it was unconstitutional.

**A MEETING** of the United Feed Manufacturers was held in the Robidoux Hotel at St. Joseph, Mo. A number of questions of vital interest to the feed dealer were brought up for open discussion. The ass'n approved the activities of the Horse Publicity Ass'n. Traffic problems were also discussed. It was decided to hold the next meeting of this ass'n at St. Louis, Mo., on a date to be decided later.

**SEWARD, NEB.**—The alfalfa mill here, which was owned by Imig, Graff & Hentiger, was destroyed by fire at 7 A. M., March 23. Loss is estimated at \$15,000, with no insurance. The fire department was unable to fight the flames on account of having no pressure on the water mains. The pressure is maintained by an electric pump; and the windstorms the day before had put this out of commission by burning the wires. Several elevators in the neighborhood were kept from burning by volunteer fire fighters.

**OWENSBORO, KY.**—The feed manufacturing plant in this city formerly owned by the American Milling Co., at Peoria has been taken over by a number of Owensboro citizens. The new company has been incorporated for \$300,000 and will continue to manufacture feedstuffs and will also manufacture sugar from grain. The plant when conducted by the American Milling Co., had a capacity of 20 carloads a day. Officers of the new organization follow: Pres. A. D. McClellan; L. D. Ray and E. G. Cain v.-pres. and C. W. Lyddane.

## Adulteration and Misbranding.

Under the Food and Drugs Act the following have been prosecuted recently in the U. S. District Courts by the Bureau of Chemistry, U. S. Dept. of Agriculture:

The Mount Pleasant Oil Mill, Mount Pleasant, Tex., was charged with and found guilty of misbranding cottonseed meal. The defendant company entered a plea of guilty, and the court imposed a fine of \$50 and costs.

The Sherman Oil Mill, Sherman, Tex., charged with the misbranding of cottonseed meal or cake under the label "Cottonseed Meal or Cake," entered a plea of guilty to the information, and the court imposed a fine of \$50 and costs.

The Wright Milling Co., Bluefield, W. Va., was charged with adulteration and misbranding of mixed feed, under the label "The Wright Milling Co., Bluefield, W. Va., \*\* Mixed Feed." Adulteration of the article was alleged for the reason that corn cob had been mixed and packed therewith so as to lower or reduce, and injuriously affect its quality, and had been substituted for that which the article purported to be. The defendant company entered a plea of nolo contendere to the information, and the court imposed a fine of \$50 and costs.

The Halliday Elvtr. Co., Cairo, Ill., was charged with adulterating oats, the charge alleging that added water had been mixed and packed therewith, thus reducing and injuring the quality of the article and substituting in part for the same. The oats were delivered to the claimant upon payment of the cost of proceedings and on the execution of a \$500 bond.

The Hunt County Oil Co., Wolfe City, Tex., charged with misbranding cottonseed feed under the part label "First Grade Cottonseed Feed, Protein 43.00 per cent, Hunt County Oil Co., Wolfe City, Tex.," entered a plea of guilty to the information, and the court imposed a fine of \$100.

The Lamar Cotton Oil Co., Paris, Tex., charged with misbranding cottonseed cake, entered a plea of nolo contendere to the information, and the court imposed a fine of \$50.

The Conway Cotton Oil & Gin Co., Conway, Ark., charged with misbranding cottonseed cake and cottonseed meal, under the label "Butterfly Brand Meal Cotton Seed Cake," and "Owl Brand High-Grade Cotton Seed Meal," entered a plea of guilty to the information, and was fined \$50 by the court.

The East St. Louis Cotton Oil Co., Caruthersville, Mo., charged with adulteration of cottonseed meal, entered a plea of guilty to the information, and the court imposed a fine of \$100 and cost.

The Planters Cotton Oil Co., Pine Bluff, Ark., charged with adulteration of cottonseed meal, entered a plea of guilty to the information, and the court imposed a fine of \$50.

The Ripley Oil Mills, Ripley, Tenn., was charged with adulteration and misbranding of cottonseed meal. The defendant company entered a plea of guilty to the information, and the court imposed a fine of \$50 and costs.

The Warren Cotton Oil and Mfg. Co., Warren, Ark., charged with adulteration and misbranding of cottonseed meal, entered a plea of guilty to the information. The court imposed a fine of \$50.

The Baltimore Pearl Hominy Co., Baltimore, Md., charged with the misbranding of horse feed and dairy feed, entered a plea of guilty to the information. The Court imposed a fine of \$100 and costs.

The Chicago Feed & Fertilizer Co., Indiana Harbor, Ind.; and Field & Co., Owensboro, Ky., were charged with and found guilty of adulteration and misbranding of digester tankage. Adulteration of the article was alleged for the reason that glass and sand had been mixed and packed with the article.

## New Feed Inspection Bill of New York.

A bill introduced in each house of the New York legislature on March 12, relative to feed inspection laws, would become effective as a law on Sept. 1, 1920. The usual guaranties are required in feed inspection, and in addition the present food inspection law is changed by classifying materials into two classes, "concentrates," and "roughages." With a few modifications, the concentrates remain as in the present law. The roughages include: "Dried and ground hays and straws, dried and ground corn stalks or other parts of the corn plant not included in the grain, oat hulls, barley hulls, clipped oat by-products, sorghum plant by-products and flax plant by-products, cottonseed hulls, buckwheat hulls, cocoa shells, grain screenings when these consist chiefly of hulls or other fibrous materials, or other materials of a similar character."

Prohibited materials include: peanut shells, peanut hulls, rice hulls, rice chaff, straw, humus, peat, sphagnum moss, coffee hulls, chaff, sawdust, sand, ground corn cobs, except in corn and cob meal unmixed with other materials, ground cocoanut shells, and any substance injurious to the health of animals, or having no feeding value. Further prohibitions are an excess of 5 per cent in the aggregate of gravel, grit, oyster shell and charcoal in poultry feed; and the use of materials containing cockle seed, mustard seed or other noxious or poisonous weed seeds, the viability of which has not been destroyed.

Another provision is that required information except in case of white or light colored paper or cloth sacks shall be in the form of a tag attached to package. A striking innovation in the making of feed laws is the provision that the names of ingredients shall be stated in the order of preponderance by weight

with a tolerance of 10 per centum of each ingredient. The minimum per centum of sugar shall appear upon containers of feeding molasses.

The original bill sets the fiber content at 10 per cent with 1 per cent "tolerance." Many manufacturers have urged a 12 per cent fiber provision with 1 per cent tolerance, and as a result a hearing was held at Albany March 25 before a joint session of Senate and Assembly Agricultural committees. The decision of this hearing has not been announced.

RATS infecting stocks of cereals lying for a long time awaiting shipment was the cause of the outbreak of bubonic plague in Argentine says the Council of Hygiene of Uruguay.

Waste lands of Indiana that were once fairly productive have resulted from the clearing of steep hillsides and a poor system of farming, says the Purdue Univ Experiment Station.

THE ALGERIAN cereal crop for 1919 was only half of the crop raised in 1918. The total wheat produced in 1919 was 671,620 metric tons, compared with 1,354,634 metric tons in 1918. Barley produced in 1919 was 676,026 metric tons, compared with 1,322,525 metric tons in 1918. There were 164,346 metric tons of oats produced in 1919, compared with 332,605 metric tons in 1918.

### Feedstuff Movement in March.

Receipts and shipments of feedstuffs in tons at the principal markets during March, compared with March, 1919, were as follows:

	Receipts		Shipments	
	1920	1919	1920	1919
Chicago	.....	39,885	.....	27,847
Cincinnati	3,750	3,750	.....	.....
Kansas City	4,000	1,720	12,340	13,220
Milwaukee	3,030	3,730	17,965	13,432
New York	255	.....	156	.....
St. Louis	3,388	8,949	5,850	9,590
San Francisco	129	181	.....	.....

## Report on Feedstuffs Legislation.

Wm. G. Crocker, chairman of the Com'ite on Feedingstuffs Laws, reported to the Millers' National Federation at its meeting at Chicago, Apr. 9, as follows:

Since our last report the feed control officials of Alabama, Kentucky and Tennessee have adopted standards for wheat mill feeds which seem to us unfair; a number of mills have therefore declined to register their feed products in the states named.

At the present session of New York Legislature there has been renewed agitation for revision of the feedingstuffs laws of that state. There are two bills under consideration, namely, Bill No. 1341, known as the Witter Bill, and No. 926, known as the Everett Bill.

At a hearing at Albany, on Feb. 25, Mr. Everett appeared to advocate a favorable report on his bill, but it is doubtful if this can be secured. The impression prevails that the com'ite will probably report favorably on the Witter Bill, No. 1341. This bill provides, among other features, for a statement on the label showing the ingredients in the order of their preponderance of weight. While this might seem at first thought to be burdensome, it really would require no change in the labels for wheat mill feeds containing "mill run screenings," because the form of label adopted several years ago, after conferences with the Federal authorities, covers this feature.

The bill also provides that feeds cannot be sold if they contain weed seeds, etc., the viability of which has not been destroyed; this feature would be taken care of by the grinding of the mill run of screenings. It is probable that the provisions of the bill, if it should become a law, would be more burdensome upon the manufacturers of concentrated feeds than upon the wheat flour miller.

Haugen feedingstuffs bill, H. R. 8342, remains in the hands of House Com'ite on Agriculture without action. The objectionable features of this bill were discussed in our last report. Your com'ite will be prepared to protect the interests of millers when hearings are given upon this bill.

A SUBCOM'ITE to investigate the United States Grain Corporation to be appointed by Chairman LaFollette has been authorized by the Senate Manufacturers Com'ite.

## DON'T WAIT

INSTALL GRAY'S SHUT OFF for ELEVATORS

and

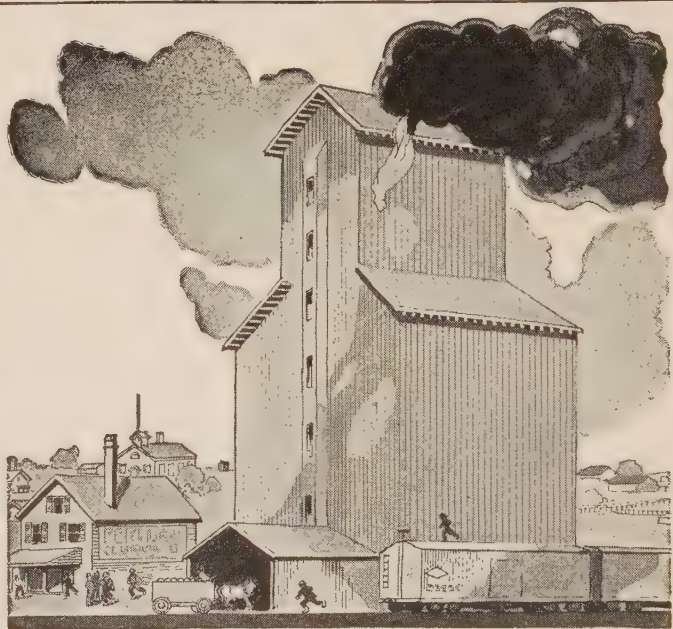
REDUCE THE FIRE RISK

BULLETIN No. 115B

Describing The Safety Blow Off Valve of the Elevator Leg sent on request.

# Weller

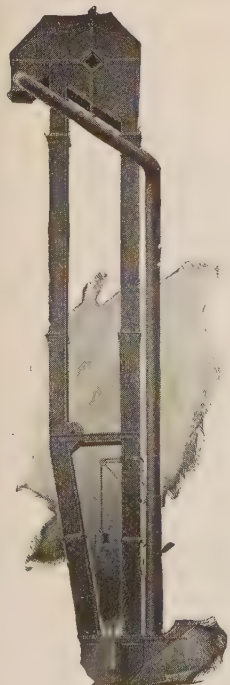
GRAIN HANDLING EQUIPMENT  
CONVEYORS, ELEVATORS,  
CHAIN BELTING, SPROCKET WHEELS  
BUCKETS, GEARS, SHAFTING  
HANGERS, BEARINGS, FRICTION  
CLUTCHES, ETC.



SEND FOR CATALOGUE No. 30B

## WELLER MFG. Co.

### CHICAGO



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## Supreme Court Decisions

**Rights of Assignee of B/L.**—Under Act. Cong. Aug. 29, 1916 (Comp. St. §§ 8604aaaa, 8604b, 8604c), relating to bills of lading in interstate commerce, an assignee of an assignee of a straight B/L, in which the shipper was named as consignor and consignee, acquired no more rights in the shipment than his assigner had.—*Quality Shingle Co. v. Old Oregon Lumber & Shingle Co.* Supreme Court of Washington. 187 Pac. 705.

**Trade Custom Explains Ambiguous Contract.**—Under Civ. Code, §§ 1646, 1647, to explain an ambiguous contract for sale of beans to be raised, and to enable the court to arrive at and interpret it in the sense in which the parties understood it, testimony as to the nature and details of the transaction and the custom prevailing in the community in raising and selling bean crops is admissible.—*Brett v. Vanomar Producers.* District Court of Appeal, California. 187 Pac. 758.

**Evidence of Market Value on Breach of Contract.**—In buyer's action for breach of option contract for December delivery of corn, the jury in ascertaining damages should find the market value of the corn from the sales of such corn from the day of December on which option was exercised to the end of December, and not from sales made during the entire month thereof.—*Yontz v. McVean.* Kansas City Court of Appeals, Missouri. 217 S.W. 1000.

**Trade-Mark Not Infringed.**—Pictured designs, used by complainant and defendant, respectively, as trade-marks for horse feed, consisting in one case of a horse and rider, and in the other of a horse, taken in connection with their dress and surrounding reading matter, held so dissimilar in appearance as to preclude possibility of one being mistaken for the other, and to disprove any intent of unfair competition, in the absence of evidence of actual confusion in the trade.—*M. C. Peters Milling Co. v. International Sugar Feed Co.* No. 2 Circuit Court of Appeals. 262 Fed. 336.

**Seller Entitled to Additional Time for Delivery.**—Where contract for sale of crop of corn to be delivered on river bank landing, provided that, "if for any reason the above corn is not delivered within the time specified, we are to have the right to extend the time if we so desire," seller was entitled to such additional time for delivery, where high water and mud interfered with the handling of corn, as was reasonable, according to the custom among dealers in corn in the vicinity; he not being required to do the impossible thing.—*Royster v. A. Waller & Co.* Court of Appeals of Kentucky. 217 S.W. 684.

**Broker's Right to Repledge Stock.**—Where a customer positively instructed his broker not to repledge his stock without his consent, that in statements of account submitted to the customer by the broker a statement in small type was incorporated that "all securities deposited for the protection of your account may be pledged by us as collateral to our own loans" could not be construed as an implied consent to a repledge by failure to dissent; there being no legal obligation on the customer's part to read such notice.—*Heaphy v. Kerr.* Supreme Court of New York, Appellate Division. 180 N. Y. Supp. 542.

**Carrier Liable for Delivery of Shipment after Notice from Consignor not to Deliver to Consignee.**—In view of nonnegotiability of a straight B/L under U. S. Comp. St. §§ 8604aaaa, 8604b, and 8604c, that plaintiff caused the naming of S. as consignee in straight non-negotiable B/L covering interstate shipment of shingles did not give to S. any better title than would an assignment of the bill to S. had plaintiff been named therein as both consignor and consignee. The plaintiffs, who procured for interstate shipment of shingles a straight non-negotiable B/L, delivered the bill to S. under agreement of cash sale of shingles, yet, where payment of check given by S. for the shingles was refused and plaintiffs demanded the shingles from the railway company, the company was, where it refused the demand and thereafter delivered the shingles to assignee

of S., liable to plaintiffs for damages resulting from delivery to another.—*Getchell v. Northern Pac. Ry. Co.* Supreme Court of Washington. 187 Pac. 707.

### Contractor's Duty to Learn Identity of Other Party to Contract.

The Supreme Court of Minnesota has decided in favor of the J. L. Owens Mfg. Co., and against plaintiff, H. L. Everson, who had brought suit to recover \$2,000 paid for 20 shares of stock in the J. L. Owens Mfg. Co., of Minneapolis, Minn.

For many years the J. L. Owens Co., first as a partnership and later as a corporation, had manufactured and sold grain-cleaning machines, bean and pea threshers, and other similar machinery. Certain outside parties obtained an option to purchase the stock of the principal stockholders of the company and, in 1908, organized the J. L. Owens Manufacturing Company to take over this stock. The options lapsed and this deal fell through; but an arrangement was made by which the J. L. Owens Manufacturing Co. was to take over all the stock of the J. L. Owens Co. and issue its own stock to the stockholders of that company and to certain of the outside parties. This arrangement was substantially carried out. The old company had issued in all 610 shares of stock. The new company acquired all of this stock, except 20 shares held by an estate which could not transfer it at that time, and thereby practically became the owner of the old company. The stockholders of the old company and the outsiders who were parties to the arrangement became the stockholders of the new company.

A contract was executed between the two companies by which the new company took the entire output of the old company at the cost of manufacture plus a profit of 6 per cent, and was constituted the exclusive selling agent for such products. Thereafter the officers of the two companies were largely the same persons, and, although from a legal standpoint the old company held the title to the factory and operated it, and the new company took the output under the above contract, they seem to have carried on much of the business without making any distinction between the two companies.

Plaintiff, having no knowledge concerning the matter, assumed that there was only one company and that its correct corporate name was "J. L. Owens Manufacturing Co." He was informed that a managing agent was required to take a certain amount of the capital stock of the company. He made two visits to the office at the factory for personal conferences with the officers of the company. During these visits he was shown thru the factory and it was referred to as the factory of the company. At the last of these interviews, and on December 27, 1909, he entered into a written contract with the J. L. Owens Manufacturing Co. by which he became the exclusive sales agent of the company for the state of Wisconsin. At the same time he purchased the stock in controversy in order to comply with the requirement that such an agent must be a stockholder. He began his duties as state agent on Jan. 1, 1910, and continued in that capacity until August, 1911, when he resigned.

On Nov. 6, 1913, he attempted to rescind the contract for the purchase of the stock by tendering the stock to the J. L. Owens Co. and demanding the amount which he had paid for it with interest. Both tender and demand were refused. He made no tender to the J. L. Owens Manufacturing Co., the company which had issued the stock and with which he had made his contract.

The Supreme Court held: Plaintiff knew that he was dealing with the J. L. Owens Manufacturing Co. All the letters received by him prior to the execution of the contract were written and signed by that company, and all his letters except the first were written to that company. He conferred with the officers of that company, made a formal contract with that company, and for more than a year and a half managed and conducted the business of that company in the state of Wisconsin. He made no inquiry concerning the organization of the company or the property owned by it, and had no knowledge of the existence of the other company.

The case which he presents is not a case of contracting with one company in the belief that he was contracting with another, but a case of contracting with the only company of whose existence he had knowledge under a mistaken belief concerning its property and property rights. If the facts concerning the relation which the two companies bore to the property were wrongfully concealed from him to his injury, he doubtless had a cause of action for the deceit, and might have rescinded the contract on that ground if he had elected to do so with reasonable promptness after learning the facts. But he is not in a position to repudiate the contract under the doctrine of mistaken identity. —176 N. W. Rep. 505.

### Buyer's Duty to Pay Drafts.

Hayes Grain & Commission Co., of Little Rock, Ark., plaintiff, v. H. J. Venus Grain Co., of Muskogee, Okla., defendants, before Arbitration Com'te No. 1 of the Grain Dealers National Ass'n, composed of C. D. Sturtevant, Geo. P. Bissell and J. R. Murrell, Jr.

October 2, 1919, the defendant sold the plaintiffs, thru John R. Wilson Co., a broker at Little Rock, "10,000 No. 3 red oats at 66 cents Little Rock, Little Rock weights and grades, arrival draft, scattered October shipment."

Three cars were shipped and applied on contract. The defendants refused to ship the balance, amounting to 5,330½ bu., which was bought at a loss of 14 cents a bu. The plaintiff brings these proceedings to recover this loss of \$746.27.

The defendants claim that plaintiffs breached the contract because they did not pay their drafts promptly upon the arrival of the three cars in Little Rock, and in one case not until after the car was unloaded.

**The Com'ite held:** If grain is sold basis demand drafts, shipper's terms, and drafts with proper certificates attached are made, the presentation of those drafts by the collecting bank is a tender by the seller, and if refused by the buyer, would probably amount to a repudiation of the contract. The payment of drafts against grain bought destination terms is not an acceptance of the goods, but is in the nature of a loan by the buyer to the seller, secured by the B/L.

In the first case delivery or tender is made when the drafts are presented by that presentation the seller has completely fulfilled his contract and has no further liability or interest in the property, if the buyer pays the draft. In the second case delivery is not made until the grain is unloaded and weighed, and the value of the property thereby ascertained, and the buyer would be justified in refusing to pay the seller's draft if, in his opinion, the value of the property did not equal the amount of the draft, without in any way affecting the liability of the parties under the contract.

Under the terms of this contract the buyer obligated himself to pay the seller's draft, in a reasonable amount, when the cars arrived in Little Rock. He failed to do this, but took possession of the grain and unloaded it. In our opinion this did not amount to a repudiation of the contract and was not sufficient justification for the seller to refuse to ship the remainder of the oats.

We find that the defendant is liable for the damages resulting from its failure to deliver the unshipped balance of 5,330 bushels on this contract, amounting to \$746.27.

There was some delay on the part of the defendant in signing the arbitration papers and the plaintiff commenced suit in Little Rock by attachment proceedings against a car of hay. This suit was later dismissed when the arbitration papers were signed. The defendant seeks to recover \$115.00 traveling expenses and attorney fees incurred in defending this suit. Members of this Ass'n cannot be deprived of their remedies at law if they choose to pursue them, and we cannot, in this case, make any allowance in our finding for expenses incurred by the defendants in defending this suit.

As the plaintiffs contracted to pay drafts against these shipments upon arrival of the cars at Little Rock, they are liable to the defendants for interest on the amount of the defendants' drafts for the period elapsing between the date they were notified of the arrival of the cars and the date the drafts were actually paid.

The plaintiffs state they have a balance on their books to the defendants' credit of \$434.71, but it is not clear to the committee whether there is included in this amount credits covering interest, as per our finding above; and we are, therefore, unable to bring in a verdict for a specific amount.

We find that the plaintiffs shall charge the defendants' account with the loss claimed of \$746.27. That they shall credit this account with interest, in accordance with our finding above, and that the defendants shall pay the balance due and the costs of these proceedings.

## Books Received

CHICAGO BOARD OF TRADE, Things you should know about it, is a well written brochure by E. S. Rollins describing in popular language the operation of the cash grain and future delivery markets, explaining the difference between legitimate speculation and price manipulation and how the cost of marketing wheat is less than that of any other commodity.—E. S. Rollins, Chicago, Ill.

## Report in Reconsignment Case.

Examiner J. E. Smith has filed a report in the reconsignment case that

The record herein warrants the conclusion that a rule substantially like that proposed by complainants would be reasonable. The commission should find that the present rule is unreasonable and unduly prejudicial, and that it should be modified so as to provide for reconsignment at the through rate, plus \$5.00 per car when shipments are reconsigned after arrival, but prior to delivery irrespective of whether such shipments are held in the break-up yards for reconsignment orders or on the carrier's public delivery tracks.

Complainants urge that the defendants should permit shipments to be consigned to hold points for reconsignment and send notices of arrival to consignees as was done prior to the present rules. They assert that without proper notice of arrival to consignees or owners located elsewhere than at hold points the practice of reconsignment is unnecessarily hampered and its benefits largely dissipated by the resultant detention of cars and by the expense to the shipper. In western and southern classification territories the carriers have had in effect for many years a rule prohibiting the issuance of Bs/L for freight consigned to shipper's order at one point, notify consignee at another point, except where the consignee is located at a prepay station or off-line point. In the consolidated classification case, 54 I. C. C. 1, pending when this case was submitted, it was proposed to extend the application of this rule to official classification territory. These complainants protested against the application of such a provision to reconsigned shipments, contending that it would prohibit the long existing practice of shipping grain, grain products and feed from the west to the east with instructions to stop the traffic at hold points and notify consignees at another point in order that reconsignment instructions might be furnished. Complainants suggest the establishment of the following rule:

"When requested in writing by the consignee of a straight B/L or by the party to be notified in an order, B/L agent at the first destination will hold all cars for such consignee in the break-up yard or on hold tracks, and will notify the consignee at his postoffice address of all such cars reaching his station and so held, and on such cars, if subsequently reconsigned, the through rate applicable via the diverting point will be applied from original shipping point to final destination, plus the reconsigning charges herein named."

The Examiner found that the embargo rule following is unreasonable: "Orders for diversion or reconsignment will not be accepted under these rules at or to a station or to a point of delivery against which an embargo is in force or, except on perishable freight, coal, coke, or fuel oil, to a station or to a point of delivery against which an embargo was in force at the time that the shipment was forwarded from point of origin. Shipments made under authorized permits are not subject to this condition." And that the Commission should substitute the rule approved by It 15th section order No. 499, as follows:

"Order for diversion or reconsignment will not be accepted under these rules or at or to a station or to a point of delivery against which an embargo is in force. Shipments made under authorized permits are not subject to this condition."

## Test of North Dakota Inspection Act.

The case of the Farmers' Elevator Co. of Embden, North Dakota, against the state grain grades and inspection act of 1919, will be taken before a court of three Federal judges in St. Paul at a date to be fixed soon. The company seeks an injunction against the enforcement of the act on the ground that it is unconstitutional.

The case, first argued before Judge C. F. Amidon, on Oct. 12, 1919, was again argued in Federal court Mar. 31, before Judge J. W. Woodrough of Omaha. Albert E. Sheets, assistant attorney general, appearing for the state, contended that in a case affecting the constitutionality of a state law decision only could be rendered by a court of three Federal judges. The contention was upheld by Judge Woodrough.

The case arises from the refusal of the elevator company to take out a license under the state grain inspection department. The company contends that the act is unconstitutional as being in conflict with war measures passed by congress in 1917 and with proclamations issued by the president shortly afterward.

The company also asks that the grain inspection department be enjoined from prosecuting under the provisions of the state act.

## Blumson Is in Custody.

Herman J. Blumson, the free and easy B/L forger, is no longer free, and probably not so easy in mind as he was on the night of July 21, 1919, when he boarded a train for Detroit, neglecting to inform interested parties of his ultimate destination. The interested parties, however, were not discouraged by the neglect, and persisted in their efforts to learn the whereabouts of Mr. Blumson. Their persistency was rewarded by the arrest of Blumson in Washington, March 24.

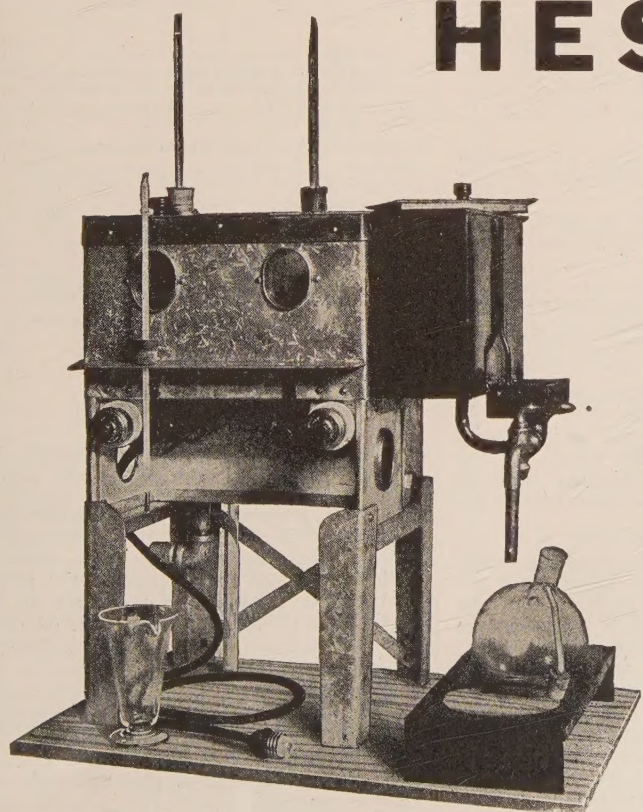
While Blumson admits that he had a part in the swindling of banks out of approximately \$400,000 by forged Bs/L and bogus checks, he says he was merely a catspaw, and has named five other men connected with the Star Cereal & Milling Co., of which he was sec'y-treas., as those who profited. He seemed surprised that he was wanted, and denied that he fled Chicago because of unlawful transactions.

He admits signing the forged Bs/L and checks, but says that the others forced him to do so. He also admits that he suggested the printing of the forged Bs/L. Then, too, he says that as sec'y-treas. of the Star Cereal & Milling Co., he received \$45 a week, his sole benefits from the company except \$900, the receipts of his last day in Chicago.

ARGENTINA during the last year has exported 3,068,000 tons of wheat valued at \$182,500,000 says the Argentine Minister of Agriculture.

GRAIN CORPORATION public flour sales are to end as soon as arrangements can be made for disposing of the 5,000,000 bbls. now held by the corporation to the European countries.

# HESS DRIERS



The Brown-Duvel Moisture Tester (official) for electricity

Insure Safety in Storage and in transit, of all kinds of grain or seed. They raise the grade by reducing the moisture content. Dispel foul and sour odors, mustiness and mold.

They are STANDARD—are used everywhere and embody all that is desirable in grain drying apparatus. Your inquiry is requested.

## Brown-Duvel Moisture Testers

all sizes, for gas, gasoline, alcohol and electricity—glass or copper flasks. Conform strictly to government requirements. Also scales, dockage sieves, bucket testers and all other grain sampling and testing apparatus. Free booklet—illustrated.

**Hess Warming & Ventilating Co.**  
907 Tacoma Bldg., Chicago, Ill.

## Supply Trade

THE BUYING power of the readers reached thru your advertising is what counts, not the number of them.—Jesse H. Neal.

TWO STREAKS of rust and right-of-way do not make a railroad, any more than big space and a splash of color make an advertisement.

DUBLIN, GA.—The Farmers Co-operative Elevator & Mill has secured the agency for the Lilliston Peanut Picker in eight counties adjacent to this city.

MINNEAPOLIS, MINN.—T. E. Ibberson Co. has installed truck dumps and made other repairs in a number of South Dakota elevators owned by the Van Dusen Elevator Co.

MINNEAPOLIS, MINN.—Carter-Mayhew Mfg. Co., on account of the rapidly growing business in its disc separator, has moved its factory to 607 5th Ave. So., where it has increased facilities.

MILWAUKEE, WIS.—The elevating and conditioning of grain by means of a blower is fully described in the catalog recently issued by the Bernert Mfg. Co. The company will gladly send a copy of this catalog to Journal readers.

WASHINGTON, D. C.—The many grain elevator operators who handle lumber as a side line may find information of value to them in the Dept. of Agriculture Circular No. 64. "How to Grade Lumber." This circular will be sent to Journal readers who write the Dept. requesting it.

TRENTON, N. J.—Colgate & Co. have again been haled into court to answer charges of illegally fixing resale prices of its products to wholesalers and jobbers. The latest indictment contains 56 counts, charging violation of the Sherman anti-trust law. The indictment secured in 1918 against the company was sustained by demurrer because of a technicality.

LINCOLN, NEB.—The partnership lately existing between B. Sampson, W. A. Solomon and H. M. Lehr, carrying on business as Birchard Construction Co., was recently dissolved by mutual consent. The business in the future will be carried on by the corporation organized by the former partners under the corporate name of Birchard Construction Co.

PHILADELPHIA, PA.—The Link-Belt Co. announces the purchase of the Fairmount factory in this city as an adjunct of its eastern works at that place. It is also announced that a new administration building likely will be erected at the Chicago works of the company. Other extensions to the company's facilities are also being made at Seattle, Indianapolis, and Toronto.

OMAHA, NEB.—Trapp Dumping Systems have been installed in the following Iowa elevators. J. E. Swedberg and Farmers Elvtr. Co., Boxholm; C. Williams, Boone; J. F. Wolff, Sheldon; Independent Farmers Grain Co., Sac City; Alta Roller Mills Co., Alta; B. B. Anderson & Sons, Estherville; Farmers Trading Co., Laurens; Farmers Co-op. Co., Roland, and Armstrong; Steihl-Hahn Co., Mallard; Farmers Co-op. Co., Emmetsburg.

JERSEY CITY, N. J.—The cost of good paint divided by the number of years of service given is far less expensive than cheaper paint whose first cost is less. To the cost of cheap paint must also be added the cost of labor. If frequent repainting is necessary, it is easy to see how cheap paints prove more expensive in the end. The Joseph Dixon Crucible Co., Jersey City, N. J., makers of Dixon's Silica-Graphite Paint, will gladly send Journal readers a free copy of Booklet No. 15-B and records of long service, which their paint has given on elevators.

BALTIMORE, Md.—The immense grain elevator of the Pennsylvania Railroad at Canton, one of the largest on the Atlantic seaboard, began operations with a successful testing of the machinery. Baltimore grain merchants are anticipating the full operation of the elevator in a short time, and it is expected that the facilities for speed in loading and unloading grain will add impetus to the export of grain from Baltimore. The elevator will have a capacity of 4,257,000 bus., greatly increasing the grain storage capacity at the railroad terminals. This modern grain elevator is equipped throughout with elevator and conveyor belting made by the B. F. Goodrich Rubber Company. It is claimed this represents the largest single order of belting ever shipped and it required seven box cars to transport it from Akron to Baltimore. The belting totaled 44,254 feet, approximately 8½ miles, and weighed 131 tons. The conveying capacity of one of the 48-inch horizontal carrier belts is 350,000 bus in ten hours. Accommodations are provided for the loading of five ocean liners at once and, with the new apparatus for loading the ships can be loaded within 10 hours. In conjunction with the facilities that have been made for handling ship cargo the latest device for the unloading of grain from cars has been put into operation and found to have proved a large factor in the expeditious handling of incoming grain.

## More Shippers Start Suit Against the Railroads.

The Wallace Grain & Supply Co., of Ottawa, Ill., has made preparations to start suit against the Rock Island Railroad for loss due to decline in the market on a car which was delayed a number of days due to a transfer in transit.

The Farmers Elevator Co., of Matlock, Ia., has also taken the same step against the Illinois Central on a car which was held by that road at Freeport, Ill., for a permit when none was needed.

The Farmers' Elevator Co., of Marble Rock, Ia., is preparing to start suit against the Illinois Central on a clear record claim. L. J. Kaiser, of Maroa, Ill., is doing the same against the Illinois Traction System. The Farmers Grain Co. of Pontiac, Ill., is also starting suit against both the Illinois Central and the Wabash Railroad for large losses in transit on clear record cars.

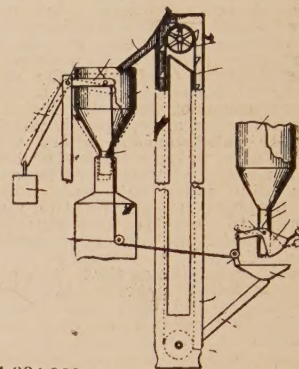
Shippers all over the country are waking up to the fact that they can recover in court on their clear record claims if the car has been shipped to a supervised terminal market and if their loading weight can be proved correct. If the weights can be made correct, there is no doubt about recovery. It simply is a case of making out correct proof of your loading weight. Every shipper should start suit on his clear record claims where his weights are good.

All of the above suits have been started along with a number of others by Owen L. Coon, and the attorneys in the various cities throughout the country with whom he has working connections. The shipper in these suits has to stand only a nominal charge for court costs.

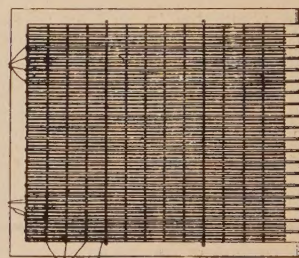
FT. WORTH, TEX.—Texas corn growers maintain that this state is a great place for grains of any kind. They point to the case of a girl from Canton, a small village in the state. A grain of corn, which had begun to sprout, was removed from the ear of little Agnes Foster, of Canton, who was taken to Dallas for treatment. The child is recovering. Agnes was playing with companions several weeks ago, when one of the youngsters put the corn in her ear. The corn started to sprout, and deafness was threatened. "When corn will grow inside of human beings living in Texas—well, this must be some grain state!" one grain dealer laughingly ejaculated, after telling the story.—R.

## Patents Granted

1,334,761. Grain-cleaning Sieve. Harry Juhls Arvilla, N. D. This grain-cleaning sieve comprises a multiplicity of longitudinal wires spaced from each other in such manner as to permit oats to pass between them and to prevent the passage of thicker grain such as wheat. Main guiding members cause the oats to move longitudinally along the screen, numerous longitudinal wires being interposed between the guiding members.



1,334,929.



1,334,761.

1,334,929. Grain-flow Regulator. John Cawell, Attica, Kan. This device for regulating the flow of grain works in combination an elevator, a valved spot for delivering grain to the elvtr. below the top thereof, a hopper for receiving grain from the discharge end of the elevator, a support, a member pivoted to the support having horizontally projecting arms which the hopper is pivoted, and a weight connected to the member. The weight of the member is opposed to the weight of the hopper. A connection between one of the arms and the valve causes a downward movement of the hopper which causes a closing movement of the valve in proportion to the movement of the hopper.

## Insurance Notes.

MINNESOTA IS PLANNING to organize a state compensation insurance fund. As the initiative, the Minnesota Legislature appointed a committee to consider and report on the possibilities of such organization. The committee is now in the east, visiting states maintaining such funds, and will report to the next session of the Minnesota Legislature on its investigation of the administration of compensation insurance by stock and mutual companies and state funds.

THE SUPREME COURT of Kansas has affirmed a judgment in favor of Fred Stefan against the Millers Mutual Casualty Ins. Co. and the Red Star Mill & Elevator Co., Wichita, Kan. Defendant objected that plaintiff could not receive compensation both for paralysis and for injury to the eye. The jury allowed \$2,490 the court increased this to \$3,296 and the Supreme Court added still more by an allowance for injury to the eye.

## OUR METAL FIRE BARRELS



will not  
freeze  
IF  
containing  
Our "3-C"

## Calcium Chloride

For further  
particulars  
and prices  
write  
Home Office.



**Carbondale Calcium Co.**  
Carbondale, Pa.

## Grain Scale Book

Form 23 is an Indexed Journal, keeps a record of 10,000 wagon loads. Each man's loads are entered on his page. It keeps a record of scale weights. From it both debits and credits are posted to ledger, crediting the customer with the amount received and charging it to the grain's account.

The book is ruled with column headings as follows: Date; L. F.; L. P.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels; Pounds; Price; Amount.

The book contains 240 pages, size 10½x15½ inches, of Atlas linen ledger paper. A 28-page index in front. Extra heavy cloth covers with leather back. Price, \$3.50

## GRAIN DEALERS JOURNAL

315 So. La Salle Street CHICAGO, ILL.

## If you have a good thing

Tell the Grain Dealers—  
They'll do the rest—

Advertising is the quickest and best way—but it must be the right kind of advertising.

If you have spent your good money without satisfactory results, it's a case of wrong article or wrong advertising.

The easiest, most direct, most popular and most effective way to the grain dealer is The Grain Dealers Journal route.

Try it.

## If Your Business

isn't worth advertising  
advertise it for sale.

## THE RECORDS

OF THE

## Flour Mill and Grain Elevator Mutual Insurance Companies

show that 80% of all fires in Mills and Elevators start in elevators. The installation of an automatic feeding device which will positively prevent an elevator choking from over-feeding and an automatic relief which will prevent an elevator choking from bin getting full or spout choking, will annually save millions of dollars in fire loss and add at least 50% to efficiency of any stand of grain elevators. These devices are perfected and are available for mill and elevator owners, are very inexpensive and absolutely practical. Full particulars will be furnished, free of charge, by this office, on request.

**Mutual Fire Prevention Bureau**  
OXFORD, MICHIGAN

## IF YOU WANT

regular country shippers  
to become familiar with  
your firm name, place  
your "ad" here :: ::

## WESTERN GRAIN DEALERS MUTUAL FIRE INSURANCE COMPANY

DES MOINES, IOWA

J. A. KING, President GEO. A. WELLS, Secretary

Write for information  
Regarding Short Term Grain Insurance

INCORPORATED 1877

## The Millers' Mutual Fire Insurance Association of Illinois

ALTON, ILLINOIS

Insures Elevators, Mills, Grain Warehouses and Contents  
of same at Cost.

Insurance in Force \$48,050,335.36 Cash Surplus \$655,363.13

H. B. SPARKS, President G. A. McKINNEY, Secretary

HOME OFFICE: Alton, Illinois

SOUTHWESTERN AGENCY: Railway Exchange, KANSAS CITY, MO.

## BUILD TO GET THE LOWEST INSURANCE COST

Don't complete your elevator and then ask for a rate. Make your rate first. Our pamphlet "Build to Get the Lowest Insurance Cost" gives the main items that make your rate. Send for copy.

C. R. McCotter  
Western Manager  
Omaha, Neb.



C. A. McCotter  
Secretary  
Indianapolis, Ind.

FIRE

INDIANAPOLIS, IND.  
AUTOMOBILE

WINDSTORM

Organized 1902

## TRI-STATE MUTUAL GRAIN DEALERS FIRE INSURANCE CO

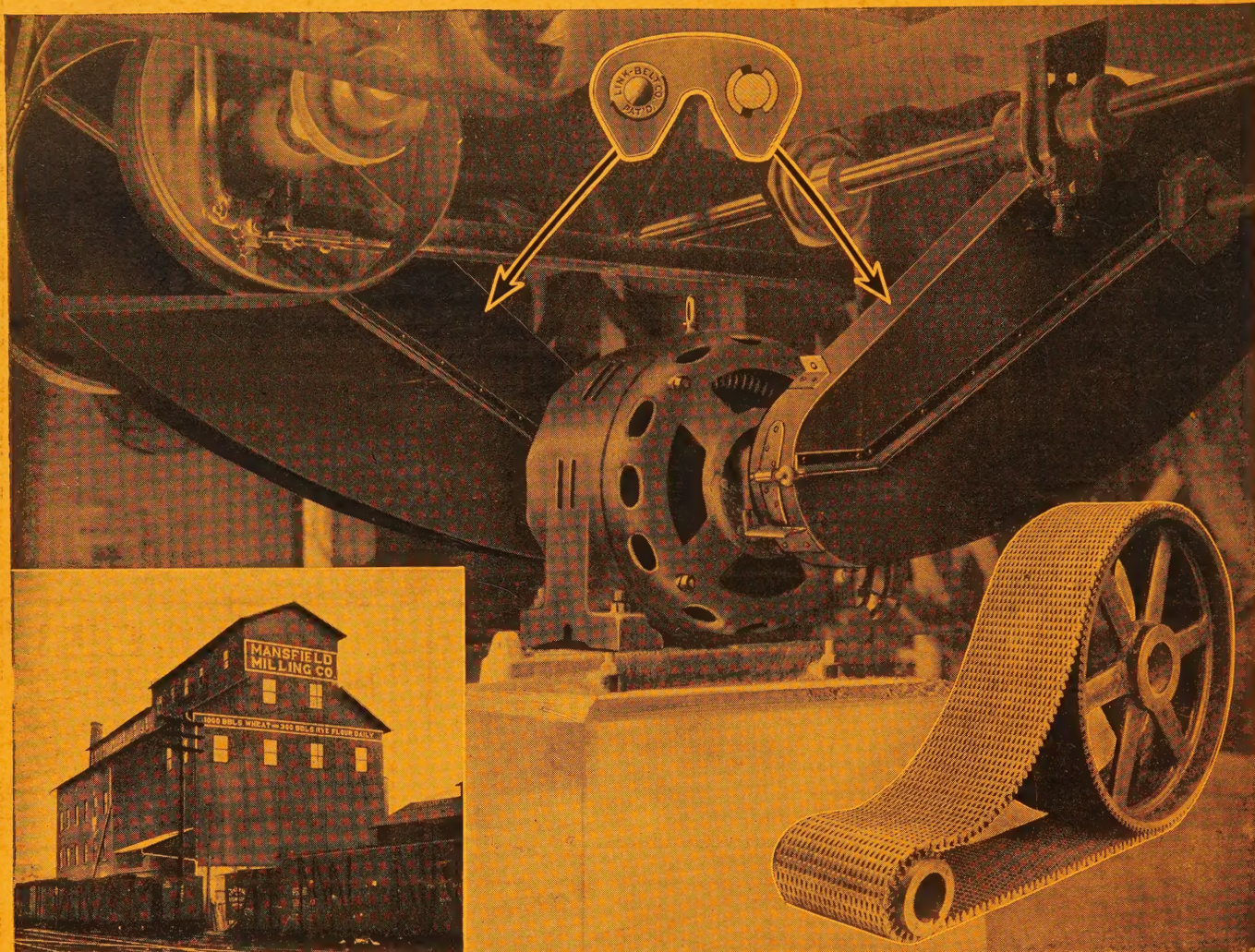
LUVERNE, MINN.

Average Premium Return for 16 Years, 50% of the Deposit Premium.

Try our plan for Short Term Grain Insurance

E. H. MORELAND, Secretary

# Efficient Power Transmission



IN the "old days" flat belting and pulleys formed the most commonly used drive in flour mills.

Link-Belt Silent Chain Drives changed that situation, and today they are "carrying on" unflinchingly in scores of flour mills and grain elevators throughout the country. They maintain 98.2% efficiency (IN ACTUAL TEST).

Link-Belt Silent Chain is "Flexible as a Belt, Positive as a Gear, More Efficient Than Either." Our drives operate on short centers, and do away with the dangerous, long, flapping belts. They

operate within dustproof and oil-tight casings, and through a constant oil bath. Employees feel a sense of security around covered machinery.

When a hungry world was crying for flour, the Mansfield (Ohio) Milling Company electrified their "spotless mill", discarded flat belt drives, and connected their numerous motors to their driven shafts with Link-Belt Silent Chain.

Output was immediately increased, repair costs stopped so far as power transmission goes, and the mill today is rated, for efficiency and economy in operation, one of the foremost in the West.

Our engineering service, for consultation and suggestions regarding power transmission problems, is at your command without charge. Write for 128 page price list data book No. 125.

## PHILADELPHIA

New York . . . . .  
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Pittsburgh . . . . .  
St. Louis . . . . .  
Buffalo . . . . .  
Wilkes-Barre . . . . .  
Huntington, W. Va. . . . .

## CHICAGO

. . . . . 299 Broadway  
49 Federal St.  
1501 Park Bldg.  
Central Nat'l Bank Bldg.  
647 Ellcotte Square  
2d Nat'l Bank Bldg.  
Robson-Prichard Bldg.

## LINK-BELT COMPANY

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Detroit . . . . .  
Minneapolis . . . . .  
Kansas City, Mo. . . . .  
Seattle . . . . .  
Portland, Ore. . . . .  
San Francisco . . . . .

423 Rockefeller Bldg.  
790 Woodward Ave.  
418 S. Third St.  
306 Elmhurst Bldg.  
576 First Ave., S.  
First and Stark Sts.  
582 Market St.

## INDIANAPOLIS

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Toronto, Can. . . . .  
Denver . . . . .  
Louisville, Ky. . . . .  
New Orleans . . . . .  
Birmingham, Ala. . . . .  
Charlotte, N. C. . . . .

## TORONTO

163 N. Los Angeles St.  
Canadian Link-Belt Co., Lt.  
Lindrooth, Shubart & Co., Boston Bldg.  
Frederick Wehle, Starks Bldg.  
C. O. Hinz, Hibernia Bank Bldg.  
S. L. Morrow, 720 Brown Marx Bldg.  
J. S. Cothran, Com'l Bank Bldg.

# LINK-BELT

## SILENT CHAIN DRIVES